



Saskatchewan  
Tourism and  
Small Business

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FURNITURE AND FIXTURES SECTOR  
INFORMATION PACKAGE

November, 1984

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## 1. INTRODUCTION

This compendium of information on the furniture and fixtures industry is intended for manufacturers in the industry or intending to enter the industry. It may also be of use to retailers and wholesalers. It consists of information which is available through libraries and other information sources. However, because the information is scattered throughout a number of documents, it is not easily accessible by existing or prospective businesses. This document was prepared as a measure to address this problem.

### Classifications

The Statistics Canada classifications of the furniture and fixtures industry are provided below to offer a perspective on the segments of the industry and to suggest diversification possibilities:

#### HOUSEHOLD FURNITURE INDUSTRIES (excludes furniture refinishing and repair shops)

##### Wooden Household Furniture Industry (excludes wooden kitchen cabinet and bathroom vanity industry)

Bedroom, furniture, wooden; bookcases, household, wooden; cabinets for radios, television sets and record players; cabinets, household, free standing, wooden; cedar chests; chairs, household, wooden; children's furniture, wooden; dining room furniture, wooden; domestic sewing machine cabinets, wooden; hall furniture, household, wooden; household furniture components, wooden, assembling and finishing; household furniture, wooden; kitchen cabinets, free standing, wooden; kitchen furniture, household, wooden; laundry hampers, wooden; living room furniture, wooden; outdoor household furniture, wooden.

##### Upholstered Household Furniture Industry

Chairs, household, upholstered; chesterfields; hassocks; household furniture, upholstered; living room chairs, upholstered; recliners, household, upholstered; sofas (incl. sofa beds); upholstered household furniture.

##### Other Household Furniture Industries

Beds, household, metal; cabinets, kitchen, freestanding, metal or plastic; card table and chair sets, metal; chairs, household, metal; children's furniture, household, metal; cots, household, metal; household furniture (excl. wooden and upholstered); kitchen furniture, household, metal; nursery furniture, metal; outdoor furniture (excl. wood or concrete); tables, household, metal; wrought iron furniture.

## OFFICE FURNITURE INDUSTRIES

### Metal Office Furniture Industry (excludes manufacture of partitions)

Bookcases, office, metal; cabinets, office, metal; chairs, folding and stacking, auditorium or theatre; chairs, office, metal; desks, office, metal; filing equipment, vertical or lateral, metal; metal office furniture; tables, office, metal.

### Other Office Furniture Industries (excludes metal)

Bookcases, office; cabinets, office; chairs, office; desks, office; filing equipment, vertical or lateral; tables, office.

## OTHER FURNITURE AND FIXTURE INDUSTRIES

### Bed Spring and Mattress Industry

Bed bases, upholstered; bed springs; box springs; cotton felt mattress; foam plastic mattress; foam rubber mattress; mattress stuffing, tufting and quilting; spring filled mattress.

### Hotel, Restaurant and Institutional Furniture and Fixture Industry

Beds, hospital; chairs, dentist; church furniture; counters, hotel motel, restaurant, store and office; dental cabinets; display and show cases; hospital furniture; hotel furniture; institutional furniture and fixtures; laboratory furniture; professional furniture and fixtures; public building furniture and fixtures; restaurant furniture; school furniture; shelving (incl. metal); store furniture.

### Other Furniture and Fixture Industries n.e.c.

Backs, furniture component (excl. plastic); curtain rods and fixtures; drapery hardware; furniture frame, wood or metal; lockers (incl. metal); mirror frame; photograph frame; picture frame; seats, furniture component (excl. plastic).

n.e.c. - not elsewhere classified.

## 2. MARKET STATISTICS

Want to know how you compare in size or sales with other furniture and fixture manufacturers? Maybe you'd like to know what type of furniture and fixture manufacturers have the greatest market share? The number of establishments in each industry broken down by employee range and sales range may be helpful in providing answers to these questions.

Looking for financing? Potential equity partners and lenders will want to be comfortable that you are familiar with available statistics. Planning for the future? An awareness of broad statistical trends can help. New housing and office construction starts may also be of use in predicting the near future. Want to know the market potential in a given trading area? The per capita retail purchases for the Province multiplied by the area's population can help. Want to calculate your monthly sales or plan your annual production schedule? The monthly retail sales data may give some idea of purchasing habits of consumers. Looking for niches in the market? Try import statistics; perhaps you can make the product here in Saskatchewan. Statistical profiles of different types of manufacturers can provide some basic operating norms, as can their financial statistics.

**Monthly Retail Sales by Household Furniture Stores**  
**Saskatchewan, 1980 - 1982**  
(thousands of dollars)

|           | <u>1980</u> | <u>1981</u> | <u>1982</u> |
|-----------|-------------|-------------|-------------|
| January   | 3,735       | 4,505       | 4,625       |
| February  | 4,322       | 4,040       | 4,426       |
| March     | 5,067       | 5,343       | 4,764       |
| April     | 3,871       | 5,205       | 5,074       |
| May       | 3,835       | 5,509       | 5,124       |
| June      | 5,509       | 5,128       | 4,209       |
| July      | 3,957       | 5,241       | 4,912       |
| August    | 4,283       | 6,000       | 4,876       |
| September | 4,846       | 7,175       | 5,811       |
| October   | 6,689       | 6,871       | 7,190       |
| November  | 5,412       | 6,322       | 5,928       |
| December  | 5,529       | 7,275       | 7,064       |

Source: Statistics Canada, Catalogue 63-005, Retail Trade

**Retail Sales by Household Furniture Stores, 1979 - 1982**  
(thousands of dollars)

|              | <u>1979</u> | <u>1980</u> | <u>1981</u> | <u>1982</u> |
|--------------|-------------|-------------|-------------|-------------|
| Canada       | 1,068,032   | 1,128,199   | 1,365,579   | 1,209,471   |
| Alberta      | 112,228     | 130,203     | 145,532     | 111,222     |
| Saskatchewan | 45,251      | 145,532     | 68,614      | 64,003      |
| Manitoba     | 21,827      | 111,222     | 40,782      | 41,132      |

Source: Statistics Canada, Catalogue 63-005, Retail Trade  
and Catalogue 63-538, Retail, Trade Historical Statistics

**Retail Sales By Household Furniture Stores Per Capita, 1979 - 1982**  
(Dollars)

|              | <u>1979</u> | <u>1980</u> | <u>1981</u> | <u>1982</u> |
|--------------|-------------|-------------|-------------|-------------|
| Canada       | 45          | 47          | 56          | 49          |
| Alberta      | 56          | 63          | 65          | 48          |
| Saskatchewan | 47          | 150         | 71          | 65          |
| Manitoba     | 21          | 108         | 40          | 40          |

NOTE: Data in this table is based on statistics in previous table and Statistics Canada population figures.

A Forecast of Personal Expenditure on  
Goods and Services, Canada 1982 - 1987  
(millions of dollars)

|                                    | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>1986</u> | <u>1987</u> |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total Consumer Expenditures        | 207,309.1   | 227,929.5   | 254,005.8   | 281,187.5   | 307,301.8   | 337,029.7   |
| Durable Goods                      | 27,797.9    | 31,716.8    | 37,190.9    | 42,104.6    | 43,163.6    | 51,144.0    |
| Furn. & Carpets                    | 3,562.4     | 4,033.1     | 4,680.8     | 5,350.5     | 5,976.5     | 6,716.7     |
| Semi-Durable Goods                 | 24,132.8    | 25,579.3    | 28,124.6    | 30,930.0    | 33,544.3    | 36,617.5    |
| Semi-Durable Household Furnishings | 6,580.3     | 7,147.6     | 8,040.3     | 8,868.0     | 9,512.7     | 10,291.1    |
| Non-Durable Goods                  | 67,617.9    | 73,924.8    | 81,189.8    | 89,510.2    | 98,093.1    | 108,013.4   |
| Services                           | 87,760.5    | 96,708.7    | 107,500.5   | 118,642.8   | 129,500.8   | 141,254.9   |
| Personal Savings                   | 32,395.6    | 35,013.2    | 34,348.7    | 36,224.2    | 40,689.9    | 44,234.5    |

Source: Statistics Canada, Catalogue 63-224, Market Research Handbook

**Personal Expenditure on Consumer Goods and Services,  
in Current Dollars, Canada, 1978 - 1981**  
(millions of dollars)

|                                                                      | <u>1978</u> | <u>1979</u> | <u>1980</u> | <u>1981</u> |
|----------------------------------------------------------------------|-------------|-------------|-------------|-------------|
| Total                                                                | 135,153     | 150,521     | 168,395     | 191,025     |
| Index                                                                | 121.9       | 135.7       | 151.9       | 172.3       |
| Durable Goods                                                        | 20,060      | 22,674      | 24,194      | 26,607      |
| Index                                                                | 117.9       | 133.2       | 142.1       | 156.3       |
| Semi-Durable                                                         |             |             |             |             |
| Goods                                                                | 16,698      | 18,712      | 20,566      | 22,751      |
| Index                                                                | 117.8       | 132.0       | 145.1       | 160.5       |
| Non-Durable                                                          |             |             |             |             |
| Goods                                                                | 41,330      | 46,220      | 52,311      | 60,603      |
| Index                                                                | 121.7       | 136.1       | 154.0       | 178.4       |
| Services                                                             | 57,065      | 62,915      | 71,324      | 81,064      |
| Index                                                                | 124.8       | 137.6       | 156.0       | 177.3       |
| Furniture,<br>furnishings,<br>household<br>equipment, &<br>operation |             |             |             |             |
| Index                                                                | 13,081      | 14,345      | 15,552      | 17,077      |
|                                                                      | 117.1       | 129.0       | 139.9       | 153.6       |
| Furniture,<br>carpets, &<br>other floor<br>coverings                 |             |             |             |             |
|                                                                      | 2,759       | 3,019       | 3,216       | 3,456       |
| Semi-Durable<br>household<br>furnishings                             |             |             |             |             |
|                                                                      | 4,790       | 5,297       | 5,748       | 6,268       |

Source: Statistics Canada, Catalogue 63-224, Market Research Handbook

Per Capita Personal Expenditure on Consumer Goods & Services  
in Constant (1971) Dollars, Canada, 1978 - 1981

DOLLARS

|                                                               | <u>1978</u> | <u>1979</u> | <u>1980</u> | <u>1981</u> |
|---------------------------------------------------------------|-------------|-------------|-------------|-------------|
| Total personal expenditure<br>on consumer goods & services    | 3,388       | 3,426       | 3,424       | 3,432       |
| Furniture, finishings,<br>household equipment &<br>operations | 343         | 344         | 337         | 331         |

PERCENTAGE DISTRIBUTION

|                                                                |       |       |       |       |
|----------------------------------------------------------------|-------|-------|-------|-------|
| Total personal expenditure on<br>consumer goods & services     | 100.0 | 100.0 | 100.0 | 100.0 |
| Furniture, furnishings,<br>household equipment &<br>operations | 10.1  | 10.0  | 9.8   | 9.6   |

PERCENTAGE CHANGE

|                                                               |      |      |      |      |
|---------------------------------------------------------------|------|------|------|------|
| Total personal expenditure on<br>consumer goods & services    | +1.8 | +1.1 | -0.1 | +0.2 |
| Furniture, furnishings,<br>household equipment &<br>operation | +2.4 | +0.3 | -2.0 | -1.8 |

Source: Statistics Canada, Catalogue 63-224, Market Research Handbook

Personal Expenditures on Furniture, Furnishings, and Household  
Equipment, Saskatchewan, 1971 - 1983  
(millions of dollars)

|      | <u>Expenditures</u> | <u>Percent</u> (1) |
|------|---------------------|--------------------|
| 1971 | 169                 | 8.3                |
| 1972 | 238                 | 10.4               |
| 1973 | 277                 | 10.5               |
| 1974 | 363                 | 11.5               |
| 1975 | 421                 | 11.3               |
| 1976 | 465                 | 10.8               |
| 1977 | 484                 | 10.6               |
| 1978 | 549                 | 10.8               |
| 1979 | 632                 | 11.3               |
| 1980 | 692                 | 11.1               |
| 1981 | 777                 | 10.8               |
| 1982 | 786                 | 10.2               |
| 1983 | 849                 | 10.3               |

(1) Percent of total personal expenditures on consumer goods and services.

Source: Saskatchewan Bureau of Statistics, "Personal Expenditures"  
Saskatchewan Economic Statistics, June, 1984

# Residential Construction, Starts, Completions and Under Construction, 1979 - 1982

|                   | Number of Dwellings |         |         |         | Percent (1) |      |      |      |
|-------------------|---------------------|---------|---------|---------|-------------|------|------|------|
|                   | 1979                | 1980    | 1981    | 1982    | 1979        | 1980 | 1981 | 1982 |
| CANADA:           |                     |         |         |         |             |      |      |      |
| Starts            | 197,049             | 158,601 | 177,973 | 125,860 | -           | -    | -    | -    |
| Completions       | 226,489             | 176,168 | 174,966 | 133,942 | -           | -    | -    | -    |
| Under Construc.   | 128,601             | 105,780 | 102,829 | 89,055  | -           | -    | -    | -    |
| TOTAL             | 552,139             | 440,549 | 455,768 | 348,857 |             |      |      |      |
| MANITOBA:         |                     |         |         |         |             |      |      |      |
| Starts            | 5,722               | 2,597   | 2,824   | 2,030   | 2.9         | 1.6  | 1.6  | 1.6  |
| Completions       | 8,410               | 4,503   | 4,515   | 1,633   | 3.7         | 2.6  | 2.6  | 1.2  |
| Under Construc.   | 4,992               | 2,694   | 764     | 1,149   | 3.9         | 2.5  | 0.7  | 1.3  |
| TOTAL             | 19,124              | 9,794   | 8,103   | 6,842   | 3.5         | 2.2  | 1.8  | 2.0  |
| SASKATCHEWAN:     |                     |         |         |         |             |      |      |      |
| Starts            | 11,742              | 6,250   | 5,972   | 6,822   | 6.0         | 3.9  | 3.4  | 5.4  |
| Completions       | 10,865              | 7,763   | 8,085   | 5,666   | 4.8         | 4.4  | 4.6  | 4.2  |
| Under Construc.   | 8,640               | 6,022   | 3,864   | 4,583   | 6.7         | 5.7  | 3.8  | 5.1  |
| TOTAL             | 31,247              | 20,035  | 17,921  | 17,071  | 5.7         | 4.5  | 3.9  | 4.9  |
| ALBERTA:          |                     |         |         |         |             |      |      |      |
| Starts            | 39,947              | 32,031  | 38,470  | 26,789  | 20.3        | 20.2 | 21.6 | 21.3 |
| Completions       | 44,492              | 34,717  | 34,755  | 31,364  | 19.6        | 19.7 | 19.9 | 23.4 |
| Under Construc.   | 25,454              | 20,378  | 22,960  | 17,663  | 19.8        | 19.3 | 22.3 | 19.8 |
| TOTAL             | 109,893             | 87,126  | 96,185  | 75,816  | 19.9        | 19.8 | 21.1 | 21.7 |
| BRITISH COLUMBIA: |                     |         |         |         |             |      |      |      |
| Starts            | 27,343              | 37,546  | 41,585  | 19,807  | 13.9        | 23.7 | 23.4 | 15.7 |
| Completions       | 26,858              | 30,156  | 40,286  | 26,286  | 11.9        | 17.1 | 23.0 | 19.6 |
| Under Construc.   | 15,413              | 22,865  | 22,311  | 13,290  | 12.0        | 21.6 | 21.7 | 14.9 |
| TOTAL             | 69,614              | 90,567  | 104,182 | 59,383  | 12.6        | 20.6 | 22.9 | 17.0 |

(1) Percent of Canadian Total

Source: Statistics Canada, Catalogue 63-224, Market Research Handbook

Furniture and Fixture Imports to Canada, 1979 - 1982  
(value in thousands of dollars)

|                                                      | <u>1979</u>  | <u>1980</u>  | <u>1981</u>  | <u>1982</u>  |
|------------------------------------------------------|--------------|--------------|--------------|--------------|
| Furniture, wooden,<br>household<br>not upholstered   | 115,457      | 107,204      | 139,055      | 86,239       |
| Furniture, metal,<br>household, not<br>upholstered   | 9,383        | 10,319       | 13,594       | 9,016        |
| Furniture, frames &<br>finished products             | 16,655       | 24,380       | 26,619       | 21,451       |
| Household furniture nes.                             | 30,056       | 34,686       | 37,218       | 22,213       |
| Office furniture &<br>visible record<br>equipment    | 24,590       | 23,807       | 30,313       | 24,429       |
| Furniture, camp, lawn &<br>veranda                   | 7,704        | 7,883        | 12,105       | 12,119       |
| Hospital furniture                                   | 1,448        | 2,366        | 3,911        | 2,832        |
| Blackboards                                          | 383          | 639          | 727          | 700          |
| Furniture, special<br>purpose nes.                   | 9,384        | 9,774        | 11,237       | 10,693       |
| Showcases and parts                                  | 3,374        | 2,576        | 3,278        | 2,953        |
| Beverage dispensers<br>not refrigerated<br>and parts | 2,937        | 3,878        | 3,585        | 3,143        |
| Hotel/restaurant<br>fixtures and parts<br>nes.       | 2,172        | 1,210        | 8,707        | 6,257        |
| Safes & parts, fire-<br>burglar-resistant            | 3,499        | 3,675        | 3,789        | 2,827        |
| Shelving and lockers                                 | 6,781        | 6,271        | 6,244        | 5,331        |
| Air mattresses                                       | 1,382        | 1,321        | 1,623        | 2,805        |
| Mattresses nes.                                      | 1,609        | 2,172        | 2,810        | 2,716        |
| Window shades and blinds                             | 2,817        | 3,275        | 4,115        | 5,577        |
| Picture & photograph<br>frames                       | 6,182        | 5,840        | 6,606        | 5,833        |
| Furniture and fixtures<br>nes.                       | <u>6,672</u> | <u>6,075</u> | <u>5,420</u> | <u>4,072</u> |
| TOTAL                                                | 252,485      | 257,351      | 320,956      | 231,206      |

nes - not elsewhere specified

Source: Statistics Canada, Catalogue 65-203, Imports: Merchandise Trade

Furniture & Fixture Exports Laden in Canada, 1979 - 1982  
(value in thousands of dollars)

|                                                     | <u>1979</u>   | <u>1980</u>   | <u>1981</u>   | <u>1982</u>   |
|-----------------------------------------------------|---------------|---------------|---------------|---------------|
| Bed springs and mattresses                          | 1,040         | 1,106         | 1,010         | 716           |
| Furniture, wooden,<br>household, not<br>upholstered | 22,514        | 32,845        | 38,156        | 38,461        |
| Furniture, metal,<br>household, not<br>upholstered  | 1,345         | 1,680         | 3,302         | 3,430         |
| Furniture, household,<br>upholstered                | 7,594         | 8,240         | 11,670        | 16,766        |
| Furniture frames &<br>household furniture nes.      | 2,944         | 3,067         | 5,968         | 6,328         |
| Office furniture,<br>wooden                         | 22,310        | 32,607        | 41,144        | 37,771        |
| Office furniture, nes.                              | 65,635        | 86,249        | 106,183       | 128,576       |
| Furniture, special<br>purpose, nes.                 | 15,681        | 13,555        | 16,338        | 20,593        |
| Furniture and fixtures<br>nes.                      | <u>39,092</u> | <u>40,715</u> | <u>55,180</u> | <u>53,284</u> |
| TOTAL                                               | 178,155       | 220,064       | 278,951       | 305,925       |

nes - not elsewhere specified

Source: Statistics Canada, Catalogue 65-202, Exports: Merchandise Trade

Shipments of Office Furniture from Canadian Establishments, 1978 - 1982  
(millions of dollars)

|                                     | <u>1979</u> | <u>1980</u> | <u>1981</u>  | <u>1982</u>  |
|-------------------------------------|-------------|-------------|--------------|--------------|
| Desks, wooden                       | 48.5        | 61.6        | 66.4         | 68.4         |
| Desks, metal                        | 33.8        | 39.4        | 45.2         | 32.8         |
| Chairs, wooden                      | 12.7        | 19.8        | 25.1         | 25.1         |
| Chairs, metal                       | 57.9        | 77.6        | 93.8         | 84.6         |
| Vertical filing equipment,<br>metal | 20.7        | 26.6        | 29.6         | 26.2         |
| Lateral filing equipment,<br>metal  | 35.6        | 46.0        | 56.3         | 57.8         |
| Other office furniture              | <u>53.0</u> | <u>63.3</u> | <u>103.9</u> | <u>126.2</u> |
| TOTAL office furn. shpmts.          | 262.2       | 334.0       | 420.3        | 421.1        |
| Other products                      | <u>47.8</u> | <u>59.9</u> | <u>76.6</u>  | <u>89.6</u>  |
| TOTAL                               | 310.0       | 394.0       | 496.9        | 510.7        |

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Canadian Consumption of Office Furniture, 1979 - 1982  
(millions of dollars)

|      | <u>Shipments</u> | <u>Imports(1)</u> | <u>Exports(2)</u> | <u>Domestic<br/>Consumption(3)</u> | <u>Trade<br/>Balance</u> |
|------|------------------|-------------------|-------------------|------------------------------------|--------------------------|
| 1979 | 262.2            | 24.6              | 88.0              | 198.8                              | +63.4                    |
| 1980 | 334.0            | 23.8              | 118.9             | 238.9                              | +95.1                    |
| 1981 | 420.3            | 30.3              | 147.3             | 303.3                              | +117.0                   |
| 1982 | 421.1            | 24.4              | 166.3             | 279.2                              | +141.9                   |

(1) Imports include Office Furniture and Visible Record Equipment.

(2) Exports include Office Furniture, Wooden and Office Furniture, nes.

(3) Shipments plus imports minus exports is defined as domestic consumption.

nes - not elsewhere specified

NOTE: Calculations are based on figures in previous three tables.

Shipments of Household Furniture from Canadian  
Establishments, 1979 - 1982  
(millions of dollars)

|                         | <u>1979</u>  | <u>1980</u>  | <u>1981</u>  | <u>1982</u>  |
|-------------------------|--------------|--------------|--------------|--------------|
| Wooden                  | 459.4        | 490.7        | 589.7        | 459.2        |
| Upholstered             | 329.3        | 343.6        | 394.4        | 330.7        |
| Metal                   | 98.1         | 92.2         | 114.4        | 108.6        |
| Furniture<br>Components | 47.9         | 55.0         | 53.7         | 51.2         |
| Other                   | <u>148.7</u> | <u>182.7</u> | <u>182.5</u> | <u>162.2</u> |
| TOTAL                   | 1,083.4      | 1,164.2      | 1,334.7      | 1,111.9      |

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Canadian Consumption of Household Furniture, 1979 - 1982  
(millions of dollars)

|      | <u>Shipments</u> | <u>Imports</u> | <u>Exports</u> | <u>Domestic<br/>Consumption<sup>(1)</sup></u> | <u>Trade<br/>Balance</u> |
|------|------------------|----------------|----------------|-----------------------------------------------|--------------------------|
| 1979 | 1,083.4          | 197.2          | 34.4           | 1,241.2                                       | -162.8                   |
| 1980 | 1,164.2          | 199.3          | 45.8           | 1,317.7                                       | -153.5                   |
| 1981 | 1,334.7          | 240.3          | 59.1           | 1,515.9                                       | -181.2                   |
| 1982 | 1,111.9          | 157.0          | 65.0           | 1,203.9                                       | -92.0                    |

(1) Shipments plus imports minus exports is defined as a domestic consumption.

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Shipments of Miscellaneous Furniture & Fixtures  
from Canadian Establishments, 1979 - 1982  
(millions of dollars)

|                 | <u>1979</u>  | <u>1980</u>  | <u>1981</u>  | <u>1982</u>  |
|-----------------|--------------|--------------|--------------|--------------|
| Special purpose | 193.6        | 216.8        | 307.1        | 283.0        |
| Mattresses      | 92.6         | 95.8         | 112.4        | 102.2        |
| Springs         | 54.5         | 61.2         | 76.7         | 73.0         |
| Other           | <u>196.5</u> | <u>236.7</u> | <u>277.2</u> | <u>263.4</u> |
| TOTAL           | 537.2        | 610.5        | 773.4        | 721.6        |

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Furniture and Fixture Exports Laden in Saskatchewan,  
Classification by Country of Destination, 1979 - 1982  
(dollars)

| <u>Destination</u> | <u>Commodity</u>                              | <u>1979</u> | <u>1980</u> | <u>1981</u> | <u>1982</u> |
|--------------------|-----------------------------------------------|-------------|-------------|-------------|-------------|
| United States      | Bed springs & mattresses                      | -           | 631         | -           | -           |
| United States      | Furniture, wooden, household, not upholstered | 4,200       | 4,868       | 8,555       | 4,885       |
| United States      | Furniture, household, upholstered             | 2,515       | -           | 21,821      | -           |
| United States      | Office furniture, wooden                      | -           | 1,450       | -           | -           |
| United States      | Office furn., nes.                            | 5,558       | -           | -           | 4,698       |
| West Germany       | Office furn., nes.                            | -           | -           | 1,000       | -           |
| United States      | Furn. & fix., nes.                            | 1,141       | 33,275      | 5,198       | 60,954      |
| Australia          | Furn. & fix., nes.                            | -           | -           | -           | 4,000       |
| TOTAL              |                                               | 13,414      | 40,224      | 36,574      | 74,537      |

nes - not elsewhere specified

Source: Statistics Canada (Unpublished)

Shipments of Selected Office Furniture  
Products by Destination, 1979 - 1982(\*)  
(thousands of dollars)

| <u>WOOD OFFICE DESKS</u> | <u>1979</u>   | <u>1980</u>   | <u>1981</u>   | <u>1982</u>   |
|--------------------------|---------------|---------------|---------------|---------------|
| Atlantic Provinces       | 1,470         | 1,686         | 1,732         | 956           |
| Quebec                   | 11,811        | 10,783        | 10,921        | 7,751         |
| Ontario                  | 12,858        | 15,100        | 17,709        | 12,187        |
| Manitoba                 | (1)           | 1,114         | 1,035         | (1)           |
| Saskatchewan             | 619           | (1)           | 923           | (1)           |
| Alberta                  | 3,778         | 4,742         | 5,272         | 3,097         |
| British Columbia         | 4,467         | 6,273         | 6,782         | 3,157         |
| Federal Government       | (1)           | (1)           | 2,204         | (1)           |
| Exports                  | <u>10,058</u> | <u>11,415</u> | <u>17,179</u> | <u>14,914</u> |
| TOTAL                    | 47,065        | 52,286        | 63,757        | 45,578        |

WOOD OFFICE CHAIRS

|                    |            |              |              |            |
|--------------------|------------|--------------|--------------|------------|
| Atlantic Provinces | (1)        | (1)          | 595          | 508        |
| Quebec             | 1,155      | 1,358        | 1,599        | 903        |
| Ontario            | 3,236      | 4,831        | 6,116        | 4,765      |
| Manitoba           | 229        | (1)          | 269          | (1)        |
| Saskatchewan       | 731        | (1)          | 697          | 312        |
| Alberta            | (1)        | 482          | 1,899        | 1,577      |
| British Columbia   | (1)        | 1,183        | 2,260        | 1,031      |
| Federal Government | (1)        | (1)          | 497          | (1)        |
| Exports            | <u>(1)</u> | <u>1,731</u> | <u>3,274</u> | <u>(1)</u> |
| TOTAL              | 8,058      | 11,447       | 17,206       | 13,576     |

OFFICE DESKS, METAL

|                    |            |              |              |              |
|--------------------|------------|--------------|--------------|--------------|
| Atlantic Provinces | (1)        | 742          | 767          | 470          |
| Quebec             | 3,649      | 3,191        | 3,412        | 2,686        |
| Ontario            | 13,083     | 13,560       | 15,080       | 10,188       |
| Manitoba           | 1,023      | 1,221        | 1,243        | 924          |
| Saskatchewan       | 1,029      | 1,107        | 1,450        | 927          |
| Alberta            | 5,789      | 7,427        | 9,489        | (1)          |
| British Columbia   | 2,272      | 3,280        | 3,954        | 2,016        |
| Federal Government | 414        | 1,044        | 1,602        | (1)          |
| Exports            | <u>(1)</u> | <u>8,927</u> | <u>5,378</u> | <u>3,685</u> |
| TOTAL              | 35,601     | 40,499       | 42,375       | 28,982       |

(\*) The manufacturers cooperating in this survey account for 80-85% of the total value of shipments of the Office Furniture Industry.

Shipments of Selected Office Furniture Products  
by Destination (cont'd)  
(thousands of dollars)

| <u>OFFICE CHAIRS, METAL</u> | <u>1979</u>  | <u>1980</u>   | <u>1981</u>   | <u>1982</u>   |
|-----------------------------|--------------|---------------|---------------|---------------|
| Atlantic Provinces          | 1,986        | 2,033         | 2,117         | 1,987         |
| Quebec                      | 9,477        | 10,711        | 11,332        | 8,524         |
| Ontario                     | 22,291       | 23,122        | 28,464        | 25,654        |
| Manitoba                    | 1,786        | 2,215         | 1,863         | 1,160         |
| Saskatchewan                | 1,428        | 1,554         | 1,810         | 1,225         |
| Alberta                     | 6,387        | 8,880         | 12,528        | 8,425         |
| British Columbia            | 4,732        | 5,929         | 7,596         | 3,214         |
| Federal Government          | 1,892        | 2,814         | 2,640         | 1,317         |
| Exports                     | <u>8,432</u> | <u>22,232</u> | <u>21,225</u> | <u>27,526</u> |
| TOTAL                       | 58,411       | 79,490        | 89,575        | 79,032        |

VERTICAL FILING  
EQUIPMENT, METAL

|                    |            |            |              |              |
|--------------------|------------|------------|--------------|--------------|
| Atlantic Provinces | 1,021      | 1,000      | 1,017        | 1,176        |
| Quebec             | 3,963      | 3,994      | 4,074        | 3,408        |
| Ontario            | 9,518      | 11,342     | 13,352       | 11,519       |
| Manitoba           | 908        | 956        | 786          | 750          |
| Alberta            | 2,139      | 2,453      | 2,489        | 2,142        |
| Saskatchewan       | 1,036      | 857        | 784          | 724          |
| British Columbia   | 2,462      | 2,652      | 2,720        | 1,900        |
| Federal Government | 333        | 282        | 384          | 107          |
| Exports            | <u>179</u> | <u>278</u> | <u>1,327</u> | <u>2,232</u> |
| TOTAL              | 21,559     | 23,814     | 26,933       | 23,958       |

NOTE: The above item is described as "vertical files" in 1979 & 1980.

LATERAL FILING  
EQUIPMENT, METAL

|                    |              |               |               |               |
|--------------------|--------------|---------------|---------------|---------------|
| Atlantic Provinces | 780          | 1,018         | 1,014         | 928           |
| Quebec             | 7,609        | 8,498         | 9,449         | 7,190         |
| Ontario            | 10,628       | 12,745        | 16,003        | 13,592        |
| Manitoba           | 1,052        | 1,156         | 1,359         | 974           |
| Saskatchewan       | 797          | 794           | 1,082         | 855           |
| Alberta            | 3,851        | 5,367         | 6,849         | 4,909         |
| British Columbia   | 3,310        | 2,982         | 4,271         | 2,419         |
| Federal Government | 792          | 1,073         | 1,708         | 1,305         |
| Exports            | <u>6,797</u> | <u>10,789</u> | <u>13,636</u> | <u>15,646</u> |
| TOTAL              | 35,616       | 44,422        | 55,371        | 47,818        |

NOTE: The above item is described as "lateral files" in 1979 & 1980.

Shipments of Selected Office Furniture Products  
by Destination (cont'd)  
(thousands of dollars)

| <u>SPACE DIVIDERS, SCREENS<br/>AND OTHER</u> | <u>1979</u> | <u>1980</u> | <u>1981</u>  | <u>1982</u>   |
|----------------------------------------------|-------------|-------------|--------------|---------------|
| Atlantic Provinces                           | (1)         | (1)         | (1)          | (1)           |
| Quebec                                       | (1)         | (1)         | 1,522        | (1)           |
| Ontario                                      | (1)         | (1)         | 1,700        | (1)           |
| Manitoba                                     | (1)         | (1)         | 192          | (1)           |
| Saskatchewan                                 | (1)         | (1)         | (1)          | (1)           |
| Alberta                                      | (1)         | (1)         | 347          | (1)           |
| British Columbia                             | (1)         | (1)         | 186          | (1)           |
| Federal Government                           | (1)         | (1)         | 624          | (1)           |
| Exports                                      | <u>(1)</u>  | <u>(1)</u>  | <u>2,942</u> | <u>(1)</u>    |
| TOTAL                                        | 8,611       | (1)         | 7,582        | (1)           |
| <br><u>PANEL COMPONENTS</u>                  |             |             |              |               |
| Atlantic Provinces                           | (1)         | (1)         | 371          | (1)           |
| Quebec                                       | 1,051       | 1,531       | 3,417        | 2,872         |
| Ontario                                      | (1)         | 3,500       | 7,564        | 8,742         |
| Manitoba                                     | (1)         | (1)         | (1)          | (1)           |
| Saskatchewan                                 | (1)         | (1)         | 236          | (1)           |
| Alberta                                      | (1)         | 1,168       | 1,762        | (1)           |
| British Columbia                             | (1)         | 292         | 926          | 641           |
| Federal Government                           | (1)         | (1)         | (1)          | (1)           |
| Exports                                      | <u>(1)</u>  | <u>(1)</u>  | <u>5,826</u> | <u>13,059</u> |
| TOTAL                                        | (1)         | 11,463      | 20,586       | 29,695        |

(1) Confidential to meet secrecy requirements of the Statistics Act.

Source: Statistics Canada, Catalogue 35-006, Quarterly Shipments of  
Office Furniture Products

### 3. SELLING TO GOVERNMENT AND OTHERS

Governments are major potential markets. Below are some tips on selling to both the Provincial and Federal Government.

#### SELLING TO THE GOVERNMENT OF SASKATCHEWAN

##### The Government of Saskatchewan as a Purchaser

The Government of Saskatchewan, as one of the largest buyers of goods and services in the province, represents a large potential market for the products of reliable manufacturers, wholesalers and distributors.

The Purchasing Agency Branch of the Department of Supply and Services in Regina handles most purchases of government departments, agencies, boards and commissions. Departments or agencies acquire goods directly only under certain circumstances or contractual agreements. Nevertheless, these purchases are subject to review by the Purchasing Agency.

The basic purchasing policy of the government is to acquire goods and services in the most efficient manner possible, taking into consideration all factors contributing to the lowest cost, best delivery and service consistent with quality and reliability. Preference is given to products manufactured or produced in Saskatchewan if the quality, service and price are competitive with those products manufactured and produced outside Saskatchewan. The Purchasing Agency allows all suppliers with this capability an opportunity to bid on supply requirements of the government. It is the government's concern to foster and maintain high standards of business ethics in all dealings with the business public, and to operate within and promote the basic principles of purchasing by competitive, publicly-opened tender bids.

##### Vendor Registration and Source Listing

The Purchasing Agency maintains source lists of firms which have informed the Agency that they wish to bid on selected commodities and which have supplied the Agency with information concerning their business, the products they supply, and their ability to ensure delivery and provide service. This Commodity/Supplier Index assists the government buyer in selecting potential bidders for selected commodity requirements.

To be included on a source list, you must arrange an interview with the appropriate Commodity Purchasing Officer by contacting the Purchasing Agency, or you can advise the Agency, in writing, of your interest. Registration and Vendor Index forms will be forwarded to you requesting

specific information regarding type, quality, quantity and service that your firm can supply. The completed forms should be returned to the Agency with any additional information you may wish to provide such as catalogues, brochures, annual reports, or other literature. Upon approval of the Director of Purchasing, your firm and its products will be added to the Commodity/Supplier Index for future tendering reference. Once on the source list, you should acknowledge receipt of each tender received by submitting bids or signifying an inability to quote. This will ensure that your firm is always accurately listed. In addition, keep the Agency informed of any product changes, address changes, new company name, or any other factors which might affect the accuracy of your listing.

#### Tendering Procedures: Calling Tenders

Tenders are normally invited by way of a Call for Tender form, in duplicate, sent to registered suppliers. All calls for tender will identify a tender number, the buyer concerned, quantities, description of goods required, the closing date for acceptance of bid submissions and will include a return envelope for use in submitting bids. In certain priority situations, tenders may be invited by telex, telegram or telephone requiring formal confirmation of response.

#### Preparing Your Bid

Terms & Conditions - All suppliers should familiarize themselves with the Conditions which appear on the reverse side of the Call for Tender form before submitting bids. These conditions and any additional terms or requirements detailed on the face of the Call for Tender constitute the basic requirements for acceptance by the Agency of your bid. It is important that any doubts or vagueness of the Call for Tender be clarified with the buyer before you submit bids in order to prevent misunderstandings.

#### Pricing

Prices quoted are to be net unit prices extended and totalled; less Federal Sales Tax, Excise Tax and less discounts. Transportation and packaging, or other handling charges, are to be included in net price unless otherwise agreed. Please note most tenders are requested on an F.O.B. destination basis unless otherwise indicated. Each item in any tender may be considered as a separate offer and, unless otherwise specified, the Purchasing Agency reserves the right to accept all or part of a tender.

### Specification and Description

Wherever an item is identified by manufacturer, brand, or make, this is a method used to indicate the character or quality of the supply and does not restrict potential bidders to that supply unless a "No Substitute" is stated in the Call for Tender. However, a bidder's bid submission must be equal to that specified and the bid must be accompanied and supported by exact details of specifications, brochures, or descriptive literature sufficient to enable the buyer to evaluate equitably.

### Delivery

Indicate in the appropriate column the number of days after receipt of an order required for delivery of each item, or indicate a definite delivery date where requested. Note: no goods are to be delivered to the Purchasing Agency. The destination is shown as a city or town and means to any location in that city or town.

### Tender Submission

Ensure that you recheck your tender for accuracy and completeness before submission, as once a tender is accepted you will be obligated to perform in accordance with the tender.

Completed tenders must be typewritten or handwritten in ink on the forms provided. They must include all required documents and be signed in ink by an official authorized to make the offer on behalf of your company.

Bids submitted by telex, telegram or telephone will be accepted if received before the time set for closing, but must be immediately confirmed in writing on the proper forms.

### Late Bid

Bids received at the Agency after 11:00 a.m. on the closing date designated on both the Call for Tender form and the tender return envelope will remain sealed, filed as a late return, and not considered in the evaluation.

Note: If for any reason it is necessary to contact the Agency concerning a specific Call for Tender, contact the Purchasing Officer concerned with that tender and refer to the tender number.

### Federal Sales Tax

The Saskatchewan Government has no Federal Sales Tax numbers. Their purchase orders contain this certification: "The goods covered by this order when shown as Federal Sales Tax Exempt are for the use of the Government of Saskatchewan and involve the use of Crown Funds and are not for resale".

### Tender Opening

Tenders are opened publicly at 11:00 a.m. on the specified date. Any exceptions to this will be clearly indicated on the Call for Tender.

Suppliers who have submitted a bid are encouraged to attend tender openings. At the opening only certain information can be conveyed and no assumption of award can be made. All tenders require analysis and are thoroughly reviewed by the Purchasing Officer. Specification, price, extensions, delivery dates and all factors involved are checked and a recommendation is made to the Director of Purchasing. If accepted, a purchase order is issued and forwarded as quickly as possible to the successful bidder.

NOTE: The lowest bid on any tender may not necessarily be accepted.

### Disclosure of Price

Because of the volumes handled by the Agency, it is not feasible to supply written bid comparisons to unsuccessful bidders. The name of the successful bidder and the accepted price will be supplied upon request after the award has been made.

Buyers will discuss the Agency's rationale for award and, if required, the Head Purchasing Officer and the Director of Purchasing are also available to discuss results of the tender process.

### Purchase Awards

All purchasing awards are made by way of an office Purchase Order. They are based on the successful bidder's bid submission and terms and conditions of the Call for Tender constitute a binding agreement between the Government of Saskatchewan and the Vendor to supply the goods specified on the Purchase Order.

### Standing Purchase Order

Standing and General Standing Purchase Orders define a purchasing technique widely used in both government and industry. These types of orders have been developed to meet the supply requirements which are recurring either for a single department (Standing) or for several departments (General Standing). Standing Purchase Orders are established by competitive tendering and are fixed term agreements to supply specified items at quoted prices and delivery locations during the period of the order. Quantities and delivery schedules of this type of order are determined by the user department and communicated to the vendor by the use of a Local Purchase Order which is issued at the time of actual request for acquisition.

### Change to Purchase Orders

Any changes to a purchase order must only be made through the Purchasing Agency and must be authorized in writing through the issuance of a Notice of Correction.

Do not, under any circumstances, supply materials to government personnel unless a Purchase Order number is given.

### Payment of Your Account

Payment of an account is contingent on three factors:

1. Receipt and acceptance of goods by the user.
2. Receipt of your invoice for those goods received at prices quoted on your bid submission and the Purchase Order.
3. Invoices submitted with charges in excess of those quoted on your submission and on our purchase order, will be adjusted by debit memo and payment made at the contracted price.

In order for your account to receive prompt attention, it is important the Purchase Order number and, where applicable, the Local Purchase Order number be clearly identified on all invoices and correspondence regarding your account.

Do not send invoices to the Purchasing Agency. This will delay payment. Forward invoices as per instructions contained on the Purchase Order or Local Purchase Order.

### Performance

The Purchasing Agency maintains and periodically reviews vendor performance files to ensure that the sources of supply are competitive, competent, and reliable. Serious or chronic performance problems are documented and will be brought to the vendor's attention. In such cases, every opportunity will be afforded the vendor to rectify these problems. Failure to do so, however, will provide just cause for the Agency to remove the vendor from the source lists for future tendering requirements. Reinstatement will only be considered when the supplier can show his ability to perform to the standards required.

### The Purchasing Agency

Purchasing Agency  
Saskatchewan Supply and Services  
REGINA, Saskatchewan

A/Director of Purchasing:  
Ken Rankin - (306) 565-6875

Administrative Purchasing Officer:  
D.G. Renton - (306) 565-6887

Head Buyer - (306) 565-6882

Purchasing Officer for Furniture (Commodity Group #2):  
George Sheltgen - (306) 565-6883

## SELLING TO THE FEDERAL GOVERNMENT

### The Federal Government as a Purchaser

The Supply Administration of Supply and Services Canada is a common service agency which buys over three billion dollars worth of goods and services annually in support of the programs of other Federal Government departments and agencies. The Supply Administration is organized into three divisions: Science and Engineering, Commercial Supply Service, and Corporate Management Service. Furniture manufacturers and distributors are directly involved with the Commercial Supply Service.

The primary concern of Supply and Service Canada (SSC) in making its purchases is to obtain the best possible value in terms of products and services for the taxpayer's money. Its policy is to limit competition to companies established in Canada, unless the activity in question is subject to international purchasing agreements. Consequently, Canadian suppliers receive about 80 percent of the value of contracts awarded by SSC. Small and medium-sized businesses, on the other hand, receive about 40 percent of these contracts. To allow small and medium-sized businesses to secure a greater share of the government contracts, SSC has introduced the Canadian Business Sub-contracting Opportunities Program. This Program is designed to encourage companies which receive large government contracts to, in turn, award their sub-contracts to Canadian based companies.

### Source Listing

One way the government makes its acquisitions is through public advertisement. Public advertisement of government requirements is used when it is the most effective means of ensuring adequate competitive responses. The primary standard method of acquisition used by the Supply Administration, however, is direct solicitation of bids from vendors listed in the Department's source lists. Suppliers are selected from source lists according to priority groups. All suppliers listed in a particular group have the same priority.

Source lists are a means by which the government keeps extensive records of thousands of commodity groupings that it purchases. Matched against these are the names of companies that have indicated they wish to be considered as suppliers, and which are considered capable of carrying out the terms and conditions of the contract. To be listed on the source lists, contact the nearest SSC regional office in your area or write to: Executive Secretary, Supply Administration, Supply and Services Canada, Ottawa, Canada, K1A 0S5. Once listed, you will be notified by the Sourcing and Priorities Division of the Supply Information and Data Management Branch or by your regional office where you solicited listing, as to exactly what goods and services you are listed for with SSC.

To remain on the source lists, you must be actively involved in bids. Failure to bid frequently, without adequate reason, or your inability to meet the terms and conditions of contracts, will result in your removal from lists. You are advised before such action is taken.

#### Solicitation of Bids

Any person, firm or corporation big or small is free to explore the possibilities of doing business with the Federal Government. The only requirement is that you should indicate your interest and be prepared to provide evidence that you can supply needed goods or services in accordance with the time, cost, quality, performance and other terms and conditions.

The government's central purchasing operations are located in Hull, Quebec. Also, there are 29 regional centres located across Canada. The regional offices are specifically oriented to satisfying the needs of regional customers and encouraging the local suppliers to be actively involved in filling Federal Government needs. In addition, there is regional representation outside of Canada in Washington, D.C., Kloblenz, Germany and London, England.

There are three methods of soliciting bids in the Supply Administration:

1. By Invitation and Tender - This is normally used for all requirements valued at more than \$10,000 where two or more bids are requested from qualified sources; the contract award is to be based on the lowest responsive bid and the requirement is fully defined. Bids that contain deviations from the essential elements, terms and conditions of the Invitation and Tender are considered non-responsive and disqualified. Generally, unclassified Invitation and Tender are opened publicly.
2. By Request for Quotation - This may be used for all requirements valued at less than \$10,000 and is not opened publicly.
3. By Request for Proposal - This is normally used for all non-competitive requirements valued at more than \$10,000 and for competitive requirements where the selection of the supplier cannot be made solely on the basis of the lowest-priced responsive bid. The evaluation of proposals is based on relevant technical, scientific, financial, managerial, price or socio-economic factors identified in the solicitation. Requests for Proposals are not opened publicly.

All bids must be submitted by the closing date. In certain unusual circumstances, it may be necessary to extend or shorten the bidding period. Change action can be taken on the initiative of Supply and Services Canada or following a specific request by one or more of the firms invited to bid. Changes to closing times will be considered only when time allows all bidders to benefit equally from the advantages deriving from the changes. Normally, the bidding period will not be amended if less than 24 hours remain before the established closing time.

Bids can be modified, corrected, clarified or withdrawn provided it is done in writing or by telex or commercial telegram before the time and date set for closing.

After the contract is awarded, information on bids will be available to the public. For information on contracts issued from headquarters, write to: Executive Secretary, Supply Administration, Supply and Services Canada, Ottawa, Canada K1A 0S5; Tel.: (819) 997-2686/997-7116. For information on contracts awarded by regional centres, get in touch with the issuing office.

#### Receipt, Custody and Opening of Bids

Other than using the mail to submit bids, you can use a telex or a commercial telegram. You are requested to include in your telex the following information: the bid number; closing date and hour; item number; price; delivery date; F.O.B. point; Federal Sales Tax and any deviation(s) to the original tender document. A bid submitted by telex or telegram before closing time should be confirmed immediately in the manner stipulated in the solicitation.

In the region, bids are accepted during office hours. At headquarters, bids are accepted 24 hours a day. During office hours, 8:00 a.m. to 4:00 p.m., bids should be delivered to the designated address. After office hours, nights, weekends and holidays, bids can be deposited in a Bid Depository Box located near the commissionnair's desk in the main lobby of Place du Portage, Phase III, 11 Laurier Street, Hull, Quebec. When the bids are received, they are placed in a double-locked box until the date and time of the official opening which requires the presence of two witnesses.

#### Contracts

Contracts are awarded on the basis of price provided other contract terms are met including delivery and quality. The SSC feels that the competition in the market establishes a fair price and the best way to award a contract is to solicit competitive bids from several suppliers. Once the contract has been awarded, the supplier must meet the contractual requirements for quality and delivery. Failure to meet these requirements results in the termination of the contract.

In some circumstances, SSC permits user departments and agencies to contract directly with suppliers of goods and services. This is called a Standing Offer in which the contract is set at pre-arranged prices or pricing basis, and at fixed terms and conditions, for specific periods of time, on an as required basis. From the time a Standing Offer is established, there is no obligation until the user department or agency places a "call-up" (order) with the supplier. It is important to note that lacking this element, a Standing Offer is not a contract. On the other hand, the "call-up" establishes the contractual obligation.

#### Policy on Late Bids

Late bids are not acceptable and are returned unopened to the sender. If a late bid must be opened to determine the name and/or address of the sender or the nature of the enclosure, the covering letter will explain why it was necessary to open the bid. Delayed bids, which are bids received late due to abnormal delay in delivery, may be considered provided that the bid is received prior to contract award, the delay can be substantiated as having been due solely to an abnormal delay in the mail, and it can be substantiated that the bid was received by SSC in sufficient time to be delivered to the specific location designated for the receipt of bids.

#### Export Supply Centre

Business opportunities available through SSC are not limited to sales to the Government of Canada. The Export Supply Centre of the SSC seeks out Canadian sources of supply for foreign governments. It acts primarily as the contracting agency on behalf of the Canadian Commercial Corporation, when other countries and international agencies wish to purchase commodities from Canada on a government-to-government basis. You can be considered for inclusion in the Centre's bidders' source lists simply by indicating your desire to export when applying to the department for listing as a supplier. Additional information concerning export opportunities can be obtained by writing to: The Director General, Export Supply Centre, Supply and Services Canada, Ottawa, Canada, K1A 0S5.

## SELLING TO OTHERS

There are other major institutional purchasers of furniture in the province including school boards and hospitals. Crown corporations, municipalities, cities and other governing bodies are also major purchasers. To capture these markets, you should contact purchasing agencies, find out their purchasing system, and take the steps necessary to capture the market.

For more information, contact:

Ken Rockel  
Saskatchewan Tourism and Small Business  
Marketing Benefits Branch  
Bank of Montreal Building  
2103 5 11th Avenue  
REGINA, Saskatchewan S4P 3V7

Tel.: (306) 565-2207

## GOVERNMENT PUBLICATIONS TO HELP YOU IN YOUR SELLING ENDEAVOURS

Meet Saskatchewan's Public Sector Purchasers - a directory designed to help Saskatchewan manufacturers and suppliers get their foot in the door with Saskatchewan's public sector purchasers. In it are names, addresses and phone numbers of the right people to contact about procurement for federal and provincial government departments and crown corporations; municipal government; hospitals and special care homes; school boards, universities and technical schools.

Saskatchewan Manufacturers' Guide 1984 - approximately 1,300 provincial manufacturers and processors listed alphabetically and cross-referenced by location, products, and SIC code. Indicates number of employees, export capability, contact person and whether the company is included in the federal government Business Opportunity Sourcing System (B.O.S.S.). The guide has proved to be of invaluable assistance for purchasing officers in identifying Saskatchewan sources for manufactured products. It's a useful tool for company sales managers in pinpointing possible customers for their goods and services. Trade officers use this booklet for information on export products available from Saskatchewan manufacturers and processors. If you're a manufacturer, you can be included in this list.

Saskatchewan Manufacturing Opportunities Catalogue - lists imported products required by government departments, agencies and large companies which attended the 1983 and 1984 SMO shows. Where applicable, size of orders, annual quantities required, and prices are provided. Contact person listed.

Saskatchewan-Made Consumer Products - a recent survey of consumers indicated that most people would purchase Saskatchewan-made products if they were identified and promoted. This booklet contains a representative sample of Saskatchewan-made products for the retail market. In it are the names of the manufacturers, their products for the general consumer market, their brand names and where the products can be purchased. It is intended to illustrate the diversity of our manufacturing industry. By including your Saskatchewan-made product in this list and displaying the Saskatchewan-made logo on the product, you are promoting your product.

How to Export - a thorough course on the main points of exporting. The booklet helps you to explore export markets. It tells you where to push and where to be careful. It tells you what you must do for yourself. It tells you who in the government to contact - both federal and provincial governments. The Saskatchewan Government is fully committed to supporting local business in exploring export markets and this booklet is only one of many activities being undertaken to initiate or upgrade services offered to Saskatchewan exporters.

For more information about selling to government and others, increasing sales, developing new products or new markets, contact:

Saskatchewan Tourism and Small Business  
Marketing Benefits Branch  
3rd Floor, 2103 - 11th Avenue  
REGINA, Saskatchewan  
S4P 3V7

Tel.: (306) 565-9578

#### 4. TRADE SHOWS

A good way to line up distributors and make direct sales is to participate in trade shows. As well, attendance at trade shows can help you size up the competition or identify technologically advanced companies who may be interested in a licensing arrangement. Following are listed major furniture trade shows in Canada and the United States.

##### CANADIAN SHOWS

###### Bridge City Cosmopolitan Home Improvement Show

This show is a public show sponsored by the Bridge City Cosmopolitan Club. It was established in 1975. The 1984 show held in Saskatoon, attracted about 15,000 people. Products displayed are home improvement furniture and fixtures.

###### Canadian Waterbed Show

The Canadian Waterbed Show is a trade show sponsored by the Canadian Waterbed Manufacturers Association. Although its objective is to promote the waterbed industry, the show displays other furniture and bedding.

###### Montreal Furniture Market and Toronto Furniture Show

Both are owned and operated by the Quebec Furniture Manufacturers Association. All exhibitors are furniture manufacturers operating in Canada. All companies must be members of one of the three Canadian Furniture Manufacturers Associations, depending on the location of their plants. Approximately 10,000 visitors come from coast-to-coast and from the United States.

##### AMERICAN SHOWS

###### Boston Furniture Show

The Boston Furniture Show was held in Woburn, Ma., in 1983. The show, which displays various furniture, attracts over 3,000 people.

###### Dallas Home Furnishings Mart

The Dallas Home Furnishings Mart is held twice a year in Dallas. The January show attracts about 35,000 people while the July show attracts 25,000 people. There are 225 booths.

## AMERICAN SHOWS(cont'd)

### International Home Furnishings Show - Chicago

The International Home Furnishings Show is held twice a year in Chicago. Both the January and June shows attract more than 35,000 people. The displays occupy about 200,000 square feet.

### National Casual Furniture Market

The National Furniture Market is held annually at Chicago, usually in the Fall. The show occupies 63,000 square feet and attracts about 7,000 people.

### Milwaukee Home Furnishings Festival

The Milwaukee Home Furnishings Festival is held annually at Milwaukee, Wisconsin. It has 325 booths and attracts about 20,000 people.

### Northwest Home Furnishings Mart

The Northwest Home Furnishings Mart is held twice yearly. The 1983 show was held in Seattle, Washington. It attracted over 15,000 people and had 300 booths:

### San Francisco Summer Home Furnishings Market

The San Francisco Summer Home Furnishings Market is held twice a year in San Francisco. It occupies 300,000 square feet and attracts about 30,000 people in both the January and June shows.

### South Furniture Market Shows

The Furniture Market Shows are held twice yearly in High Point, North Carolina.

### Tennessee Furniture Accessory Market (Nashville)

This show is held in both March and September of each year in Nashville, Tennessee. It has 200 booths and an estimated 3,500 people attend each show.

## 5. ABSTRACT SERVICES AND ON-LINE DATA BASES

### ABSTRACTS

The providers of abstract services review all that is being written in specific areas, summarize the written material and develop key word accessing systems. Users determine the key words, use the accessing system to locate the brief summary (abstract), and can decide from the summary whether to obtain the article or written document. For market and technical research, abstract services are invaluable.

### ON-LINE DATA BASES

On-line computer data bases provide quick and easy access to current information. In the past, companies in the business of providing information disseminated it through printed materials, but it took time and was expensive to print the material, which was always becoming obsolete. By providing the information in an electronic format, the providers can continually update their data base and make current material continually available. As more information users acquire computers (even micros will do), the providers of information will shift to the electronic dissemination format. In the electronic information industry, we have two types of company: (1) the data base creator and (2) the data base disseminator.

Below are a listing of data base creators and abstract services.

#### ABI/Inform

Produced by Data Courier Inc., ABI/Inform provides information on all phases of management and business. Articles included typically define or describe a method, technique, tactic, or strategy that is of value to managers and administrators. Particular emphasis is placed upon company case histories, competitive intelligence, new product development and facts relevant to business decision-making.

#### EIS Non-Manufacturing Establishments

Offers immediate answers to a broad range of questions concerning the U.S. economy. Includes current information on non-manufacturing establishments and firms employing 20 or more people in the contiguous United States. The establishments included account for about 85 percent of each industry's sales in such sectors as agriculture, construction, transportation, utilities, communications, trade, finance, services, etc. Updated three times per year.

### Management Contents

Provides current and retrospective information on a variety of business and management-related topics. Features comprehensive coverage of all aspects of management and administration. The data base was created to aid decision-making and forecasting for individuals in business, consulting firms, educational institutions, government agencies, and libraries.

### PAIS International

Covers the whole range of the social sciences with emphasis on contemporary public issues and the making and evaluating of public policy. Worldwide in geographic scope. Lists publications in English, French, German, Italian, Portuguese, and Spanish.

### PTS Indexes (Predicasts Terminal System)

Indexes company, product and industry news.

### PTS Annual Reports Abstracts

Provides in-depth information on publicly-held U.S. and selected international companies and is a source in identifying companies according to product lines or service areas. Provides detailed line of business information from annual reports and 10-K statements.

### Furniture Index

Provides abstract services and indexes. For more information, write to: Industrial Extension Service, North Carolina State University, Box 5506, Raleigh, North Carolina, 27607, U.S.A.

### FTS Indexes (Funk & Scott)

Covers both domestic and international company, product, and industry information. It contains information on corporate acquisitions and mergers, new products, technological developments and sociopolitical factors. It summarizes analyses of companies by security forms, contains forecasts of company sales and profits by company officers, and reports on factors influencing future sales and earnings.

Rather than trying to retail their own data bases, most creators sell their information to the data base disseminators, who, by purchasing a number of data bases, can make a wide range of data bases available to any particular user. These disseminators place the individual data bases in a computer, develop virtually worldwide accessing systems, promote their products, establish contracts with users, train users in accessing data bases, bill users for services rendered, and collect on accounts. The major data base disseminator is Dialog (address below), which can be accessed with a micro computer or through your library system. It can put the world's information at your fingertips.

In Canada:

Micromedia Ltd.  
144 Front Street West  
TORONTO, Ontario M5J 2L7

Tel. : (416) 593-5211  
Telex : 065-24668

For additional information write to:

Dialog Information Services, Inc.  
Marketing Department  
3460 Hillview Avenue  
PALO ALTO, California 94304, U.S.A.

## 6. DIRECTORIES

Directories help you find your way around the industry. They help put buyers in touch with sellers and vice versa. They can help you find suppliers, joint venture partners, and distributors.

If you are not listed in important directories, perhaps you should consider it. Below is a list of key directories for the furniture and fixtures sector.

### Contract - Directory Issue

Gralla Publications  
1515 Broadway  
NEW YORK, New York 10036                      Phone: (212) 869-1300

Covers manufacturers and suppliers of commercial-grade furniture, lighting, and other furnishings for offices and industrial settings. Trade associations are also listed. Arrangement is alphabetical and contains approximately 300 pages. Published annually every January. Entries include company name, address, name of contact, and products.

### Designers West Resource Directory

Arts Alliance Corporation  
8564 Melrose Avenue  
LOS ANGELES, California 90069                      Phone: (213) 657-8231

Covers about 3,600 firms supplying products to professional interior designers, architects, and contractors in the western states. Arrangement is alphabetical and contains approximately 380 pages. Published semi-annually in the Spring and Fall. Entries include company name, address, phone, showroom addresses and key personnel, and list of products or services.

### Flotation Sleep Industry-Buyers Guide Issue

Hester Communications, Inc.  
1700 East Dyer Road, Suite 250  
SANTA ANA, California 92705                      Phone: (714) 557-2961

Publication includes approximately 400 manufacturers and distributors of waterbed mattresses, frames, and accessories. Entries include company name, address, phone. Classified arrangement. Published annually every December.

### Fraser's Construction and Building Directory

Fraser's Trade Directories  
481 University Avenue  
TORONTO, Ontario M5W 1A7

Phone: (416) 596-5086

All products and services are listed alphabetically throughout the "Product Classification" section. "Trade Names" are listed in alphabetical order showing products under which those names or brands are stamped, labelled, advertised or sold. In the "Manufacturers" section, there are two separate lists of manufacturing firms - the front is a list of Canadian manufacturers while the second portion is a list of American manufacturers with representation in Canada.

### Furniture Manufacturing Management - Annual Directory & Buyers Guide Issue

Associations Publications, Inc.  
3116 Forest Hill Road  
GERMANTOWN, Tennessee 38138

Phone: (901) 754-4890

Publication includes a list of suppliers of products and services to the furniture manufacturing industry. Entries include supplier name, address, phone and name of sales contact. Arranged alphabetically and has product indexes. Published annually every June.

### Furniture Production - Blue Book Directory of Supply Sources Issue

Production Publishing Company  
804 Church Street  
NASHVILLE, Tennessee 37203

Phone: (615) 255-7667

Covers over 1,700 suppliers of products and services to the furniture industry. Entries include company name, address, phone, name and title of principal executive. Arranged alphabetically. Published annually every September.

### Interior Decorators' Handbook

Columbia Communications, Inc.  
370 Lexington Avenue  
NEW YORK, New York 10017

Phone: (212) 532-9290

Covers manufacturers and distributors of furniture, accessories, floor coverings, fabrics, wallcoverings, etc., and services related to these products. Entries include manufacturer and distributor name, address, phone, brands carried. Arrangement is geographical, then classified by industry or activity. Published annually every March.

Interior Design - Buyers' Guide Issue

Whitney Communications Corporation  
850 Third Avenue  
NEW YORK, New York 10022

Phone: (212) 593-2100

Covers 3,500 manufacturers and suppliers of furniture, furnishings and services to contract and residential designers. Entries include company name, address, phone. Arranged alphabetically and contains approximately 325 pages. Published annually every December.

Merchandise Mart Buyers Guide (Chicago, Illinois)

Directory Publications, Department  
Merchandise Mart/Chicago  
350 North Orleans, Suite 888  
CHICAGO, Illinois 60654

Covers about 3,000 manufacturers, importers, and wholesale distributors of furniture, home furnishings, floor coverings, gifts and accessories, lamps & lighting products, etc. Entries include firm name, merchandise mart address; alphabetical listings include phone. Arranged alphabetically with product classification. Published annually every January.

Professional Furniture Merchant - Resource Directory Issue

Gralla Publications  
1515 Broadway  
NEW YORK, New York 10036

Phone: (212) 869-1300

Covers 2,000 household furniture and furnishings manufacturers. Also includes a listing of furniture marts and permanent trade exhibits. Published annually every February.

Resources Council - Source Directory (Interior Design)

Resources Council  
979 Third Avenue  
NEW YORK, New York 10022

Phone: (212) 752-9040

Covers interior furnishings manufacturers, distributors, manufacturers' representatives, and others concerned with interior decoration. Also covers tenant firms of major interior design and decoration buildings in New York and manufacturers' representatives of lines in major buying areas. Entries include: For manufacturers - company name, address, phone; advertiser listings include description of products. For office building tenants - name, office, phone. For representatives - name of line, firm or individual name, address, phone. Arrangement of manufacturers is alphabetical. Office tenants are arranged by building and representatives are arranged geographically. Published annually every February.

### Scott's Industrial Directories of Canada

Scott's Directories Division of Southam  
Communications Limited  
75 Thomas  
OAKVILLE, Ontario

Phone: (416) 845-8881

Covers major manufacturers and industries.

### Sheldon's Retail Stores

Phelon, Sheldon & Marsar, Inc.  
32 Union Square East  
NEW YORK, New York 10003

Phone: (212) 473-2590

Coverage includes 1,500 major department stores, 600 major department store chains, 150 chain home furnishing stores. Covers New York, Los Angeles, Chicago, Dallas and Atlanta resident buyers and merchandise brokers. Entries include: For stores - name of store or chain, address, phone, New York and/or other buying offices, branch locations, names of all buyers and merchandise bought by each, names and titles of principal executives. For buying offices - firm name, address, buyers' names and merchandise bought, accounts served. Arranged geographically. Published annually every March.

### Trade Lists (Series for countries and industries)

Office of Trade Facilitation  
International Trade Administration  
Commerce Department  
WASHINGTON, D.C. 20230

Phone: (202) 377-2988

The general title "Trade List" applies to two types of lists published by the Commerce Department, lists of business firms by country and lists of business firms by industry. Lists are oriented toward potential importers of United States products. Lists include distributors, agents, manufacturers, retailers and other potential importers. Complete entries show name, address, name and title of one executive, date established, phone, telex, relative size, number of employees, whether a member of American Chamber of Commerce in the country, SIC codes and type of business (agent, importer, etc.) conducted relative to each code, and date of latest information. Some listings may contain less information. New lists are prepared periodically, and old ones updated as needed.

UNIDO Guides to Information Sources (Industry Guides)

Industrial Information Section  
United Nations Industrial Development Organization  
Box 300  
A-1400 VIENNA, Austria

Information is given on selected sources throughout the world which are concerned with specific industries. Usually, a guide for a given industry provides name and addresses of professional, trade, and research organizations; special information services; consultants; directories; sources of statistics and other marketing data; periodicals; abstracting, indexing, and biographical services, etc. Guides are published on many industries including the furniture industry.

Who's Who in the Furniture Industry

Southern Furniture Manufacturers  
Association  
Box 2436  
HIGH POINT, North Carolina 27261      Phone: (919) 889-1905

Covers 200 manufacturers of wood and metal home, office, and institutional furniture. Entries include company name, address, phone, names of principal executives, list of products. Published annually every January.

Woodworking & Furniture Digest - Buyers' Guide & Handbook Issue

Hitchcock Publishing Co.  
25 West 550 Geneva Road  
WHEATON, Illinois 60187      Phone: (312) 665-1000

Covers suppliers of materials, machinery, tools, and services for woodworking and furniture manufacturing processes (SIC 24, 25, 37, 39). Entries include company name, address, phone, list of products or services. Arranged alphabetically. Published annually every December.

## TELEPHONE DIRECTORIES

The telephone directory's yellow pages can help you find distributors and sellers of your products. The Department of Tourism and Small Business has telephone directories for all major cities in Canada and all Saskatchewan locations. Below, we have developed a list of Saskatchewan companies which retail or wholesale household and office furniture in Regina, Saskatoon, Prince Albert, Estevan, Weyburn, North Battleford, Moose Jaw, Melville, Yorkton and Swift Current.

### REGINA

#### FURNITURE DEALERS - RETAIL

|                                          |                     |          |
|------------------------------------------|---------------------|----------|
| AAA-A/C's Building Services Ltd.         | 1676 Angus Street   | 757-1646 |
| Alford Floors & Interiors<br>(1967) Ltd. | 1500 4th Avenue     | 522-5651 |
| Brown's Auction Rooms Inc.               | 1766-8 Osler Street | 352-2604 |
| Buy-Rite Furniture Ltd.                  | 1540 6th Avenue     | 352-7642 |
| Chuck's Furniture Centre Ltd.            | 1175 Rose Street    | 757-4779 |
| Continental Appliance & Furn.            | 1550 8th Avenue     | 565-0741 |
| Cradle 'N' Things by Judy Richards       | 6-4621 Rae Street   | 584-7780 |
| Crescent Furniture Store Ltd.            | 2206 Dewdney Avenue | 352-9621 |
| DeFehr Furniture & Appliances            | 1202 Osler Street   | 525-1384 |
| Design Millwork Ltd.                     | 75 Kress            | 757-8641 |
| Dream Home Gallery & Interior            | Northgate Mall      | 545-8766 |
| Exclusive Design Millwork Ltd.           | 4455 Pasqua Street  | 584-8148 |
| Fiorante Floors Interiors Ltd.           | 570 McIntyre Street | 545-9777 |
| Furniture Warehouse Market               | 1450 Broad Street   | 525-0161 |
| Futon Plus                               | 1235 Broad Street   | 525-1221 |
| Gerry's Furniture Gallery Ltd.           | 1938 Dewdney Avenue | 757-4137 |
| Imperial Millwork Corporation            | 1410 Rose Street    | 569-1155 |
| Kozan's Furniture World                  | 1170 Broad Street   | 525-6159 |
| Oggi Interiors                           | 2010 7th Avenue     | 352-2646 |
| Petty Wood Design Ltd.                   | 1757 Halifax Street | 522-7002 |
| Richard's Drapery & Interiors            | 3912 Gordon Road    | 585-1464 |
| Segal's Furniture Ltd.                   | 1825 7th Avenue     | 757-1617 |
| Sweet Dreams Waterbeds Ltd.              | 1375 Albert Street  | 545-7022 |
| Taylor Paterson Interiors                | 2176 7th Avenue     | 525-6161 |
| Wicker & Things Inc.                     | 1231 Broad Street   | 569-0887 |
| Wicker Warehouse                         | 1350 Rose Street    | 352-8637 |
| Works of Art Furniture                   | 1118 Broad Street   | 525-3908 |

#### FURNITURE DEALERS - WHOLESALE

|                                |                     |          |
|--------------------------------|---------------------|----------|
| Buy-Rite Furniture Inc.        | 1540 6th Avenue     | 352-7642 |
| Crescent Furniture Store Ltd.  | 2206 Dewdney Avenue | 352-9621 |
| Continental Appliances & Furn. | 1550 8th Avenue     | 565-0741 |
| DeFehr C.A. & Sons             | 1202 Osler Street   | 525-1384 |
| Kozan's Furniture World        | 1170 Broad Street   | 525-6159 |

REGINA (cont'd)

## OFFICE FURNITURE &amp; EQUIPMENT

|                                          |                        |          |
|------------------------------------------|------------------------|----------|
| Acme Seeley Inc.                         | 2-2700 Montague Street | 757-6158 |
| Associated Business Machines             | 1259 Scarth Street     | 522-7776 |
| Brunswick Office Systems & Machines Ltd. | 2124 Broad Street      | 522-4464 |
| Commercial Printers Ltd.                 | 1935 Albert Street     | 352-8671 |
| Covlin King Interiors Ltd.               | 214-4th Street East    | 359-3160 |
| DeFehr C.A. & Sons                       | 1202 Osler Street      | 525-1384 |
| Derges-McPhadden Office Products Ltd.    | 631 Park Street        | 949-7818 |
| Ergo-Tec Industries                      | White City             | 568-2239 |
| General Recorders                        | 1534 13th Avenue       | 522-8512 |
| Grand & Toy Ltd.                         | 707C McDonald Street   | 924-0656 |
| Haworth Office Systems Ltd.              | 1916 Dewdney Avenue    | 757-8651 |
| Herman Miller Of Canada Ltd.             | 845 Broad Street       | 543-3963 |
| Oggi Interiors                           | 2010 7th Avenue        | 352-2646 |
| Radius 2 Interiors                       | 2903 Dewdney Avenue    | 757-4675 |
| Reliable Stationers Ltd.                 | 106 Leonard North      | 924-0555 |
| Rogers Leasing Ltd.                      | 1779 Albert Street     | 352-8700 |
| Simpsons Commercial Interiors & Design   | 240 Leonard North      | 525-9528 |
| Supreme Office Products Ltd.             | 1916 Dewdney Avenue    | 757-8651 |
| Taylor Paterson Interiors                | 2176 7th Avenue        | 525-6161 |

## FURNITURE - OUTDOOR

|                          |                    |          |
|--------------------------|--------------------|----------|
| All Billiard Supply Ltd. | 1235 Broad Street  | 525-3712 |
| House of Cedar Ltd.      | 760 Arcola Avenue  | 569-8140 |
| Sunshine & Ski Ltd.      | 4403 Albert Street | 584-2255 |

REGINA DISTRICT

## FURNITURE DEALERS - RETAIL

|                               |                            |          |
|-------------------------------|----------------------------|----------|
| Bargain Centre                | Highway 1<br>Moosomin      | 435-3221 |
| Harris Home1 and Furniture    | Sherbrooke, Wolseley       | 698-2259 |
| Homeland Furniture Lalonde    | Whitewood                  | 735-4343 |
| Kipling Furniture & Appliance | 604 Main Street<br>Kipling | 736-2363 |
| Watrous Furniture & Appliance | 313 Main Street            | 946-3542 |

SASKATOON

## FURNITURE DEALERS - RETAIL

|                                  |                       |          |
|----------------------------------|-----------------------|----------|
| A-A-A-Lo Cost Used Furniture     | 535 20th Street W.    | 652-3003 |
| Acme Furniture Rentals           | 302 Pacific North     | 244-1802 |
| Back Door Bargain Furniture Inc. | 123A - 20th Street W. | 242-5202 |
| Bonli Interiors Ltd.             | Grosvenor Park Centre | 373-3113 |

# SASKATOON (cont'd)

|                                     |                               |          |
|-------------------------------------|-------------------------------|----------|
| Brasstique Sleep Shoppe             | 205 Idylwyld Drive S.         | 652-5202 |
| Broadbent's Furniture               | 319 - 22nd Street E.          | 664-3566 |
| Brown's Fine Furniture & Auction    | 227 Venture Crescent          | 244-0949 |
| Burron Lumber Co. Thrift Lot        | 922 43rd Street E.            | 652-0343 |
| Buy-Rite Furniture (Saskatoon) Inc. | 132 Idylwyld Drive S.         | 244-0144 |
|                                     | 126 20th Street W.            | 665-2666 |
| Cumulus Furniture & Accessories     | 707 Broadway Avenue           | 665-7488 |
| Danish Furniture Ltd.               | 2035 Alberta Avenue N         | 653-3090 |
| DeFehr C.A. & Sons                  | 261 1st Avenue N.             | 652-3072 |
| Easy Living Futons & ACC            | 1009 - 22nd Street W.         | 665-8929 |
| Evelyn's Interior Design Ltd.       | Cumberland Square             | 374-9676 |
| Great Western Furniture Co.         | 417 20th Street W.            | 652-9655 |
| (1972) Ltd.                         |                               |          |
| Grosvenor Fine Furniture            | 831 2nd Avenue N.             | 653-3300 |
| Holliday-Scott Interiors Ltd.       | 1026 Louise Avenue            | 477-1556 |
| Homestead Furniture (1983) Ltd.     | 375 - 1st Avenue N.           | 653-0166 |
| Imagine That                        | 121 3rd Avenue S.             | 652-9259 |
| Konto Furniture Distributing        | 405 - 2750 Faithfill          | 934-2433 |
| Leisure Living Waterbeds            | 203 Idylwyld Drive S.         | 933-3139 |
| Mr. Mattress Maker Ltd.             | 1002 3rd Avenue N.            | 244-2434 |
| Murtlands Warehouse                 | 2030 St. George Avenue        | 653-1414 |
| Oak Warehouse Company Ltd.          | 5-3110 8th Street E.          | 955-2777 |
| Sleepers The Waterbed Store         | 402A 1st Avenue N.            | 242-6556 |
| Star New & Used Furniture           | 120 20th Street W.            | 242-4787 |
| Uncle Ed's Furniture                | 407 1st Avenue N.             | 244-2057 |
| Universal House of Style Ltd.       | 329 20th Street W.            | 652-5822 |
| Wayne Interior Designs Ltd.         | 249-251-253-255 2nd Avenue S. | 652-1991 |
|                                     |                               |          |
| Wells Studio of Design              | 617 Main Street               | 653-1012 |
| Whole Earth Store Ltd.              | 133 3rd Avenue N.             | 652-0977 |
| Wicker Shop                         | 275 1st Avenue N.             | 653-4634 |
| Wolfe Home Furnishings              | 401 Witney N.                 | 384-1233 |
| Woodcroft Furniture Ltd.            | 714 2nd Avenue N.             | 244-2166 |

## FURNITURE DEALERS - WHOLESALE

|                         |                    |          |
|-------------------------|--------------------|----------|
| Mr. Mattress Maker Ltd. | 1002 3rd Avenue N. | 244-2434 |
| Uncle Ed's Furniture    | 407 1st Avenue N.  | 244-2057 |

## FURNITURE - OUTDOOR

|                                   |                       |          |
|-----------------------------------|-----------------------|----------|
| All Billiard Supply (S'toon) Ltd. | 108 Avenue B S.       | 665-6939 |
| McGrath's Patio Shoppe            | 25-134 Primrose Drive | 242-7355 |

## OFFICE FURNITURE & EQUIPMENT

|                                          |                      |          |
|------------------------------------------|----------------------|----------|
| Acme Furniture Rentals                   | 302 Pacific N.       | 244-1802 |
| Action Office Interiors                  | 1633 Quebec Avenue   | 242-2977 |
| Brunswick Office Systems & Machines Ltd. | 207-2366 Avenue C N. | 652-0666 |

## SASKATOON (cont'd)

|                                           |                      |          |
|-------------------------------------------|----------------------|----------|
| Business Furnishings (Sask) Ltd.          | 26-1738 Quebec       | 934-6959 |
| Crown Office Interiors Ltd.               | 722-45th Street W.   | 665-6600 |
| DeFehr C.A. & Sons                        | 261 1st Avenue N.    | 652-3072 |
| Dictaphone Canada Ltd.                    | 103-2301 Avenue C N. | 242-9522 |
| General Recorders                         | 23108 Hanselman Ave. | 244-5664 |
| Grand & Toy Limited                       | 1-814 56th Street E. | 934-3733 |
| I B M Canada Ltd.                         | 1010 Avord Tower     | 664-3161 |
| NOE Office Products Ltd.                  | 3-401 Pakwa Place    | 665-8445 |
| Northland Stationers (1963) Ltd.          | 1260 Ontario         | 652-4400 |
| Sears Canada Inc.                         | Midtown Plaza        | 653-2060 |
| Simpsons Commercial Interiors<br>& Design | 3040 Miners Avenue   | 933-4311 |

## SASKATOON DISTRICT

### FURNITURE DEALERS - RETAIL

|                                       |                                    |          |
|---------------------------------------|------------------------------------|----------|
| A-Line Furniture & Appliance<br>Ltd.  | 608 9th Street<br>Humboldt         | 682-2154 |
| Carman's Furniture & Hardware<br>Ltd. | 211 Main Street<br>Watrous         | 946-3513 |
| Dinsmore Furniture Ltd.               | Main Street                        | 846-2272 |
| Famous Furniture City                 | 1026 - 1030 6th Street<br>Rosthern | 232-4419 |
| Glenn's Furniture & Appliances        | 113 Main Street<br>Cudworth        | 256-3406 |
| K & G Furniture & Appliances<br>Ltd.  | 51 Railway Avenue<br>Lanigan       | 365-3079 |
| Pioneer Waterbeds                     | 636 9th Street<br>Humboldt         | 682-5529 |
| Watrous Furniture & Appliances        | 313 Main Street<br>Watrous         | 946-3542 |
| Watson Furniture Centre               | Main Street<br>Watson              | 287-3312 |

### FURNITURE - OUTDOOR

|                       |                       |          |
|-----------------------|-----------------------|----------|
| Futuristic Industries | 629 - 2nd<br>Humboldt | 682-2822 |
|-----------------------|-----------------------|----------|

## PRINCE ALBERT

### FURNITURE DEALERS - RETAIL

|                                |                     |          |
|--------------------------------|---------------------|----------|
| Bender's Furniture             | Highway 2 S.        | 764-1431 |
| Buy-Rite Furniture (P.A.) Ltd. | 110 18th Street W.  | 764-4465 |
| Design Gallery                 | 1100 Central Avenue | 764-1919 |
| Dollarz Fine Furniture         | 1009 Central Avenue | 764-7000 |

PRINCE ALBERT (cont'd)

|                                               |                    |          |
|-----------------------------------------------|--------------------|----------|
| Famous Furniture City                         | 241 13th Street E. | 763-2889 |
| Houle Electric & Furniture                    | 1306 Central       | 764-8870 |
| Modern Home Furniture Limited                 | 1400 1st Avenue E. | 764-2332 |
| Partners Furniture                            | 1225 Central       | 922-6626 |
| Prince Albert Cooperative<br>Association Ltd. | 888 Central        | 764-9393 |
| Tadman's Furniture & Appliance                | 1320 Central       | 763-6448 |

OFFICE FURNITURE & EQUIPMENT

|                             |                      |          |
|-----------------------------|----------------------|----------|
| Eagle Stationery Ltd.       | 910 Central          | 763-2634 |
| I B M Canada Ltd.           | 15-48 12th Street E. | 764-8781 |
| United Office Machines Ltd. | 805 Central          | 922-3333 |

PRINCE ALBERT DISTRICT

FURNITURE DEALERS - RETAIL

|                                           |                         |          |
|-------------------------------------------|-------------------------|----------|
| A B C Electric & Furniture Ltd.           | 201 1st Avenue E.       | 862-4333 |
|                                           | Nipawin                 |          |
| Al's Furniture & Appliances               | 1st Avenue              | 469-4444 |
|                                           | Big River               |          |
| Al's Jewellery                            | Main Street             | 469-2290 |
|                                           | Big River               |          |
| Birch Hills Carpet & Furniture            | 138 Bellamy             | 749-2224 |
|                                           | Birch Hills             |          |
| Dollarz Fine Furniture &<br>Hardware      | Brown                   | 425-0000 |
| Duplex Furniture                          | La Ronge                |          |
|                                           | 102-106 McKendry Ave.W. | 752-2214 |
|                                           | Melfort                 |          |
| Duplex Furniture & Upholstery             | 112 Timber Drive        | 862-5127 |
|                                           | Nipawin                 |          |
|                                           | 1115 100th Street       | 873-4200 |
|                                           | Tisdale                 |          |
| Family Furniture                          | 109 Churchill           | 865-2846 |
|                                           | Hudson Bay              |          |
| Furniture Fair (1980)                     | 1st Avenue              | 747-2201 |
|                                           | Shellbrook              |          |
| Melfort Electric & Furniture              | 111 Burrows W.          | 752-2216 |
|                                           | Melfort                 |          |
| Mr. Mattress Maker Ltd.                   | 10002 3rd Avenue N.     | 244-2434 |
|                                           | Saskatoon               |          |
| Porcupine Plain Furniture &<br>Appliances | McAllister              | 278-2061 |
| Workers Bldg. Coop. Ltd.                  | Porcupine Plain         |          |
|                                           | Davis                   | 922-8466 |

## ESTEVAN/WEYBURN & DISTRICT

### FURNITURE DEALERS - RETAIL

|                                        |                              |          |
|----------------------------------------|------------------------------|----------|
| Eatons                                 | 1216 4th Street<br>Estevan   | 634-4721 |
| Estevan Coop Association               | 826 4th Street<br>Estevan    | 634-6401 |
| Furniture Villa                        | 1134 4th Street<br>Estevan   | 634-3618 |
| J Mart Furniture                       | 400 King<br>Estevan          | 634-2588 |
| J Mart Furniture                       | 201 Main Street<br>Carlyle   | 453-2330 |
| Jim's TV & Furniture Ltd.              | 410 Railway<br>Oxbow         | 483-2717 |
| Kasdorf's Stores Ltd.                  | 340 Railway<br>Stoughton     | 457-2212 |
| Mann's Furniture (Estevan) Ltd.        | 1123 4th Street<br>Estevan   | 634-3296 |
| Redvers Furniture Limited              | 15 Broadway<br>Redvers       | 452-3303 |
| Sholter-Horsman Furniture &<br>Auction | 408 Highway 39 E.<br>Estevan | 634-4775 |
| Sholter & Horsman Furniture            | 316 Souris Avenue<br>Weyburn | 842-5421 |
| Stockton's                             | 117 Main<br>Carlyle          | 453-2433 |

### OFFICE FURNITURE & EQUIPMENT

|                          |                                 |          |
|--------------------------|---------------------------------|----------|
| House of Stationery Ltd. | 1206 4th Street<br>Estevan      | 634-3613 |
| Superior Office Products | 122 - 3rd Street NE.<br>Weyburn | 842-2113 |

## NORTH BATTLEFORD

### FURNITURE DEALERS - RETAIL

|                                 |                   |          |
|---------------------------------|-------------------|----------|
| Battleford Furniture Ltd.       | 192 24th W.       | 937-7474 |
| Dean's Furniture & Appliances   | 1122 101st Street | 445-3832 |
| Town & Country Home Furnishings | 872 103rd Street  | 445-7166 |

### OFFICE FURNITURE & EQUIPMENT

|                                           |                       |          |
|-------------------------------------------|-----------------------|----------|
| Bee J's Stationers Incorporated           | 1131 101st Street     | 445-4284 |
| Edan New & Used Furnishings               | 193 Railway Avenue E. | 446-4280 |
| North Battleford Office<br>Equipment Ltd. | 892 104th Street      | 445-5991 |
| Paul's Business Machine Service           | 1042 101st Street     | 445-2482 |
| Precision Business Machines Ltd.          | 1322 100th Street     | 445-7737 |
| Star News & Stationers                    | 1141 101st Street     | 445-3732 |

## NORTH BATTLEFORD DISTRICT

### FURNITURE DEALERS - RETAIL

|                                            |                                  |          |
|--------------------------------------------|----------------------------------|----------|
| Raealan Furniture Ltd.                     | 310 1st Avenue W.<br>Meadow Lake | 236-4436 |
| Rawlake's Store Ltd.                       | Main<br>Pierceland               | 839-2033 |
| Rosetown Furniture (1973) Ltd.             | 112 Main<br>Rosetown             | 882-2044 |
| Thomas Home Furnishings                    | Herald<br>Macklin                | 753-2144 |
| Town Furniture & Interiors                 | 218 Main Street<br>Eston         | 962-4156 |
| Uncle Ed's Discount Furniture<br>Warehouse | 925 Main<br>Kindersley           | 463-2750 |
| Unity Home Furnishings                     | 121 2nd Avenue W.<br>Unity       | 228-2711 |
| Vee's Buy N Sell General Store             | 206 Centre<br>Meadow Lake        | 236-4242 |

## MOOSE JAW

### FURNITURE DEALERS - RETAIL

|                                               |                       |          |
|-----------------------------------------------|-----------------------|----------|
| Art Kell Auction Agencies                     | 102 1st Avenue NW.    | 692-1861 |
| Ashdown's                                     | 755 Main Street N.    | 692-7888 |
| Banilevic Holiday Floors                      | 823 Ominica St. W.    | 693-3465 |
| Blackwell's Furniture Co. Ltd.                | 213 Main Street N.    | 693-6477 |
| Brown Vern's New Furniture Store              | 60 River E.           | 692-7133 |
| Country Boy Delivery                          | 82 Manitoba Street W  | 692-8414 |
| Gert Elder Interiors Home<br>Furnishings Inc. | 233 Main Street N.    | 692-8988 |
| Low's Furniture & Auction                     | 870 High W.           | 692-5751 |
| McKarr's Home Furnishings Ltd.                | 574 High W.           | 693-4603 |
| Moose Jaw Furniture Warehouse                 | 211 River W.          | 692-6038 |
| Sassy Seat - Moose Jaw                        | 1313 - 3rd Avenue NE. | 693-2660 |

### OFFICE FURNITURE & EQUIPMENT

|                                 |                     |          |
|---------------------------------|---------------------|----------|
| Dowie's Stationery (MJ'71) Ltd. | 45 Hochelaga St. W. | 692-2475 |
|---------------------------------|---------------------|----------|

## MOOSE JAW DISTRICT

### FURNITURE DEALERS - RETAIL

|                                |                                 |          |
|--------------------------------|---------------------------------|----------|
| Harvey's Home Centre           | 104 2nd Avenue W.<br>Assiniboia | 642-4413 |
| Legault's Hardware & Furniture | 517 Main Street<br>Gravelbourg  | 648-2266 |

## MELVILLE

### FURNITURE DEALERS - RETAIL

|                 |                     |          |
|-----------------|---------------------|----------|
| Furniture Towne | 2 - 227 Main Street | 728-2626 |
|-----------------|---------------------|----------|

## YORKTON

### FURNITURE DEALERS - RETAIL

|                                               |                  |          |
|-----------------------------------------------|------------------|----------|
| City Auction Furniture Warehouse              | 2 Argyle         | 783-4223 |
| Galuser's Fine Furniture &<br>Drapery Gallery | 36 Myrtle        | 783-8188 |
| Ruff's Furniture World Co. Ltd.               | 60 Myrtle        | 782-2274 |
| Sampson Furniture Ltd.                        | 19 Broadway E.   | 783-3132 |
| Yorkton Cooperative Assoc. Ltd.               | 30 3rd Avenue N. | 783-3601 |

### OFFICE FURNITURE & EQUIPMENT

|                         |                  |          |
|-------------------------|------------------|----------|
| Dowie's Stationery Ltd. | 27 2nd Avenue N. | 782-2209 |
|-------------------------|------------------|----------|

## MELVILLE & YORKTON DISTRICT

### FURNITURE DEALERS - RETAIL

|                                            |                              |          |
|--------------------------------------------|------------------------------|----------|
| D & L Furniture Villa                      | 541 Main Street              | 745-2808 |
|                                            | Esterhazy                    |          |
| Furniture Plus                             | 133 Main Street N.           | 338-3606 |
|                                            | Wadena                       |          |
| Gogal Fine Furniture & Appliance<br>Centre | 116 Rankin Road              | 896-2770 |
| MacLeod's Authorized Dealer                | Churchbridge                 |          |
|                                            | Main Street                  | 795-2472 |
|                                            | Ituna                        |          |
| Midtown Interiors Ltd.                     | 427 3rd Avenue               | 542-4144 |
|                                            | Kamsack                      |          |
| Moore's Gift & Furniture                   | Main Street                  | 554-2235 |
|                                            | Wynyard                      |          |
| Shop-Rite Furniture Ltd.                   | 27 Main Street N.            | 547-3463 |
|                                            | Preeceville                  |          |
| Tansley & Lamb Hardware Ltd.               | 109 Avenue B E.              | 554-2132 |
|                                            | Wynyard                      |          |
| Thorsness Langenburg Hardware              | Kaiser-William<br>Langenburg | 743-2231 |

## SWIFT CURRENT

### FURNITURE DEALERS - RETAIL

|                             |                   |          |
|-----------------------------|-------------------|----------|
| Darbaryle Upholstering Ltd. | 162 1st Avenue NW | 773-4060 |
| Fine Furniture Oasis        | 145 2nd Avenue NW | 773-2824 |

SWIFT CURRENT (cont'd)

|                                              |                |          |
|----------------------------------------------|----------------|----------|
| Friesen Furniture & Appliance<br>Centre Ltd. | 341 Central N. | 773-4832 |
| Heinrichs Furniture Ltd.                     | 161 Central N. | 773-4200 |
| Miller Bros. New & Used<br>Furniture Ltd.    | 41 Chaplin E.  | 773-8161 |
| New Wave Waterbeds Ltd.                      | 1060 - 5th NE. | 773-0444 |

OFFICE FURNITURE & EQUIPMENT

|                                |                   |          |
|--------------------------------|-------------------|----------|
| Jomar Stationery Ltd.          | 95 Central N.     | 773-7302 |
| Runzer's Office Equipment Ltd. | 164 1st Avenue NW | 773-1541 |

SWIFT CURRENT DISTRICT

FURNITURE DEALERS - RETAIL

|                            |                         |          |
|----------------------------|-------------------------|----------|
| Delor VI Furnishings       | 425 Centre<br>Shaunavon | 297-2333 |
| Glen's Home Fashion Centre | Main<br>Eastend         | 295-3600 |
| Lemieux Hardware           | 152 Centre<br>Ponteix   | 625-3233 |

## 7. MAILING LISTS

Trying to market your product? Do you have product catalogues but are unsure where to send them? There are a number of mailing lists for the furniture industry. Below we have provided basic descriptors of some of these lists and where to obtain them:

1. Customized Mailing Lists, Inc.  
158 - 23 Grand Centra Parkway  
JAMAICA ESTATES, N.Y. 11432

Phone: (212) 969-8800

Description: Furniture Industry  
Zip Coded in numerical sequence 100%

List and Quantity (October, 1982):

|                                                  | <u>Total Number</u> |
|--------------------------------------------------|---------------------|
| Furniture & Home Furnishings<br>(wholesale)      | 9,000               |
| Furniture and Home Furnishings<br>larger (exec.) | 10,000              |
| Stores and Showrooms                             | 64,000              |
| Repairing                                        | 7,800               |

2. Addresses Unlimited  
14621 Titus Street  
VAN NUYS, California 91402

Phone: (213) 873-3114

Description: Retail Furniture Stores - USA  
Zip Coded in numerical sequence 100%

List and Quantity (November, 1982):

|                 | <u>Total Number</u> |
|-----------------|---------------------|
| Total List      | 35,000              |
| California Only | 2,500               |

3. American Business Lists, Inc.  
5639 South 86th Circle  
P.O. Box 27347  
RALSTON, N.B. 68127

Phone: (402) 331-7169

Description: List of furniture dealers.  
List includes name, address, city, country, name, zip  
code, area code, phone number, and franchise  
information (if available)  
Zip coded in numerical sequence 100%; numeric - by  
state 100%; by state 100%; alpha-geo 100%; random 100%  
List is computerized.  
Selections available: 3 digit zip code - sectional  
centers, state.

List and Quantity (May, 1981):

|                      | <u>Total Number</u> |
|----------------------|---------------------|
| Furniture dealers    | 43,662              |
| Furniture-unfinished | 1,462               |

4. Research Projects Corp.  
Executive Plaza  
50 Clinton Street  
HEMPSTEAD, N.Y. 11500

Phone: (516) 481-4410  
(212) 895-1048  
(800) 645-2980  
(toll free)

Description: Furniture dealers, manufacturers, wholesalers

List and Quantity:

|                                         | <u>Total Number</u> |
|-----------------------------------------|---------------------|
| Furniture and equipment, used           |                     |
| commercial                              | 1,200               |
| Furniture wholesalers                   | 17,200              |
| Furniture repair & refinishing services | 8,600               |
| Furniture stores                        | 74,200              |
| Furniture stores, custom built          | 3,600               |
| Furniture stores, household             | 41,300              |
| Furniture stores, juvenile              | 200                 |
| Furniture stores, office                | 750                 |
| Furniture stores, outdoor               | 1,300               |
| Furniture stores, unfinished            | 1,650               |
| Furniture stores, used household        | 12,200              |

5. Delta Communications Inc.  
400 North Michigan Avenue  
CHICAGO, Illinois 60611

Phone: (312) 222-2000

Description: Subscribers to furniture design & manufacturing  
magazine.  
Zip coded in numerical sequence 100%.  
List is computerized.

List and Quantity (October, 1982):

Total Number

Total List 30,271

6. Ed Burnett Consultants, Inc.  
2 Park Avenue  
NEW YORK, N.Y. 10016

Phone: (212) 679-0630  
(800) 223-7777  
(toll free)

Description: Furnishings and fixtures, wholesale  
Furnishings and fixtures, retail  
Furnishings and fixtures, services  
Furnishings and fixtures, manufacturers

List and Quantity (November, 1982):

Total List

|                              |        |
|------------------------------|--------|
| Furniture stores, household  | 41,230 |
| Furniture stores, juvenile   | 1,160  |
| Furniture stores, outdoor    | 1,320  |
| Furniture stores, unfinished | 1,620  |
| Houseware stores             | 2,950  |
| Kitchen cabinet retailers    | 20,020 |
| Mattress and bedding stores  | 3,360  |

7. R.L. Polk & Co.  
3030 Holcomb Bridge Road  
Suite F  
NORCROSS, Georgia 30071

Phone: (404) 447-1280

Description: Furniture and upholstery

List and Quantity:

Total Number

Furniture - retail 69,504

8. Market Data Retrieval, Inc.  
Ketchum Place  
WESTPORT, Connecticut 06880

Phone: (203) 226-8941  
(212) 582-3311

List and Quantity (November, 1982):

|                                 | <u>Total Number</u> |
|---------------------------------|---------------------|
| Furniture wholesalers           | 18,933              |
| Home furnishings wholesalers    | 12,703              |
| Furniture stores                | 77,023              |
| Kitchen cabinets and equipment  | 20,960              |
| Children's furniture            | 1,310               |
| Furniture dealers and showrooms | 1,662               |

9. Fritz S. Hotheimer, Inc.  
88 Third Avenue  
MINEOLA, N.Y. 11501

Phone: (516) 248-4600

Description: Mattresses and bedding manufacturers  
Zip coded in numerical sequence 100%  
List is computerized  
Selections available: state, 3-digit zip code -  
sectional centres

List and Quantity (October, 1982):

|            | <u>Total Number</u> |
|------------|---------------------|
| Total List | 1,426               |

10. National Business Lists, Inc.  
162 North Franklin  
CHICAGO, Illinois 60606

Phone: (312) 236-0350

List and Quantity (May, 1982):

|                                          | <u>Total Number</u> |
|------------------------------------------|---------------------|
| Furniture wholesalers                    | 19,360              |
| Home furnishings wholesalers             | 10,481              |
| Furniture stores                         | 67,468              |
| Children's and juvenile furniture stores | 1,113               |
| Household furniture stores               | 36,683              |
| Outdoor and garden furniture stores      | 1,420               |

11. Cahners Publishing Co.  
Division of Reed Holdings, Inc.  
Box 5080  
1350 East Tourby Avenue  
DES PLAINES, Illinois 60018 Phone: (312) 635-8800

Description: Zip coded in numerical sequence 100%

List and Quantity (November, 1982):

|            | <u>Total Number</u> |
|------------|---------------------|
| Total List | 8,251               |

12. Alvin B. Zeller Furniture Inc.  
475 Park Avenue South  
NEW YORK, N.Y. 10016 Phone: (212) 689-4900

Description: Furniture manufacturers, wholesalers and retailers.

List and Quantity (October, 1982):

|                       | <u>Total Number</u> |
|-----------------------|---------------------|
| Furniture retailers   | 66,500              |
| Furniture wholesalers | 10,900              |

13. Roman Managed Lists, Inc.  
101 West 31st Street  
NEW YORK, N.Y. 1001 Phone: (212) 695-3838  
(800) 223-2195  
(toll free)

Description: Subscribers to catalog showroom business:  
principals, partners, buyers, and other  
executives in the catalog showroom business.  
Zip coded in numerical sequence 100%

List and Quantity (November, 1982):

|                                   | <u>Total Number</u> |
|-----------------------------------|---------------------|
| Total List                        | 7,663               |
| Catalog showroom operators        | 6,047               |
| Other catalog users (no showroom) | 1,009               |

14. Master Lists  
Division of Phelon, Sheldon, & Marsar, Inc.  
32 Union Square East  
NEW YORK, N.Y. 10003 Phone: (212) 473-2590

Description: Chain stores  
Zip coded in numerical sequence 100%  
List is computerized  
Selections available: 5-digit zip code,  
3-digit zip code - sectional centers,  
state, city, SIC or type of business,  
title only, name and title, size of business.

List and Quantity (November, 1981):

Total Number

|                             |     |
|-----------------------------|-----|
| Department stores (major)   | 545 |
| Furniture, home furnishings | 524 |

15. Leroy Harris  
P.O. Box 15816  
CINCINNATI, Ohio 45215 Phone: (513) 771-7257

Description: Chains and franchise organizations.  
State selection available.  
Zip coded in numerical sequence 100%

List and Quantity:

Total Number

|                                      |       |
|--------------------------------------|-------|
| Franchise organizations headquarters | 1,000 |
|--------------------------------------|-------|

16. Research Projects Corp.  
Executive Plaza  
50 Clinton Street  
HEMPSTEAD, N.Y. 11550  
Phone: (516) 481-4410  
(212) 895-1048  
(800) 645-2980  
(toll free)

Description: Chain store operations headquarters

List and Quantity (November, 1982):

Total Number

|                           |       |
|---------------------------|-------|
| Department stores         | 1,000 |
| Hardware and home centers | 2,250 |

17. Dunhill International List Co., Inc.  
2430 West Oakland Park Blvd.  
FT. LAUDERDALE, Florida 33311

Description: Retail chain headquarters

List and Quantity (November, 1982):

Total Number

|                                      |     |
|--------------------------------------|-----|
| Department store chain               | 900 |
| Furniture                            | 500 |
| Furniture and home furnishing chains | 570 |

18. Zeller & Letica, Inc.  
15 East 26th Street  
NEW YORK, N.Y. 10010

Phone: (212) 685-7512  
(800) 221-4112  
(toll free)

List and Quantity:

Total Number

|                                                                                  |        |
|----------------------------------------------------------------------------------|--------|
| Chains - major 5 and store headquarters                                          | 6,900  |
| Chain stores - main buying headquarters<br>(all retail and retail chains) execs. | 13,200 |
| Furniture                                                                        | 311    |

19. B.J. Hunter Directories  
6381 St. Laurent  
MONTREAL, Quebec

Phone: (514) 273-8588  
(800) 361-0391  
(toll free)

Description: Up to 2,000 lists.

Lists are in manuscript form; a personalized cover  
sandwiching computer-generated printouts  
Canadian and American lists

List and Quantity:

Total Number

|                             |       |
|-----------------------------|-------|
| Furniture dealers retail    | 4,654 |
| Furniture dealers wholesale | 272   |
| Furniture lawn              | 30    |

20. Dun & Bradstreet Canada Limited  
106 - 167 Lombard  
WINNIPEG, Manitoba R3B 0T9

Phone: (800)-665-8015  
(toll free)

Description: Computer selectivity  
Complete business lists  
Custom sequencing  
Available in six-digit postal code  
Available on magnetic tape for repeat  
and specialized mailings

21. Maclean Hunter Limited  
4601 Yonge Street  
NORTH YORK, Ontario M2N 5L9

Phone: (416) 221-1623

Description: Maintained in a fully-computerized data base  
Over 800,000 different names are available in  
1,000 different classifications.

List and Quantity:

Total Number

|                          |       |
|--------------------------|-------|
| Furniture stores retail  | 5,000 |
| Home goods retail stores | 9,711 |

22. National Business Lists, Inc.  
Suite D, 60 Pleasant Blvd.  
TORONTO, Ontario M4T 1K1

Phone: (416) 929-0411

Description: Canadian business lists directory  
Listed by 4-digit SIC code

List and Quantity:

Total Number

|                                         |       |
|-----------------------------------------|-------|
| Furniture wholesalers - office & equip. | 677   |
| Furniture wholesalers                   | 1,348 |
| Furniture stores                        | 2,258 |
| Home furnishings stores                 | 433   |
| Home furnishings wholesalers            | 783   |

## 8. THE COMPETITION

Want to know who your competitors are in the local market? Looking for a partner to participate in a contract which is too large for your firm? The following list of firms and their locations may be of value. Firms are grouped by Standard Industrial Classification (SIC) Code.

### 2611 - Wooden Household Furniture Industry

|                                   |           |
|-----------------------------------|-----------|
| 7 Oaks Manufacturing Ltd.         | Watson    |
| Birchlog Fireplaces Ltd.          | Moose Jaw |
| Heritage Hardwoods                | Estevan   |
| Homestead Furniture (1983) Ltd.   | Saskatoon |
| Hosaluk, Michael                  | Saskatoon |
| Regina Waterbed Factory Ltd.      | Regina    |
| Taylor Nooks                      | Weyburn   |
| Witteman Wood Works               | Regina    |
| Workers Building Cooperative Ltd. | Davis     |
| Works of Art Furniture            | Regina    |

### 2612 - Upholstered Household Furniture Industry

|                                    |               |
|------------------------------------|---------------|
| Barrie Custom Upholstery           | Regina        |
| Bill's Upholstery                  | Yorkton       |
| Bilrite Upholstery                 | Moose Jaw     |
| C & I Upholstery                   | Regina        |
| D. Howay Upholstery                | Regina        |
| Davies Upholstering Co.            | Swift Current |
| Deluxe Upholstery                  | Regina        |
| Dutch Upholstery 1982 Ltd.         | Regina        |
| Elite Custom Upholstering Ltd.     | Saskatoon     |
| Fix It Furniture & Upholstery Ltd. | Saskatoon     |
| Fred's Repair & Upholstery Ltd.    | Tisdale       |
| Mid West Upholstery Ltd.           | Saskatoon     |
| Rite-Way Upholstery Ltd.           | Saskatoon     |
| Rohatyn Upholstery, Allyn Z.       | Bienfait      |
| Sacher's Upholstery (1979) Ltd.    | Saskatoon     |
| Town & Country Upholstery          | Moose Jaw     |
| Zwall Upholstery Ltd.              | Regina        |

### 2619 - Other Household Furniture Industries

|                                       |           |
|---------------------------------------|-----------|
| B'n'E Furniture & Cabinet Builders    | Yarbo     |
| Custom Cabinet Facings Ltd.           | Saskatoon |
| Cypress Wood Craft                    | Aylesbury |
| Dovetail House of Crafts              | Saskatoon |
| Duncalfe Furniture Manufacturing Ltd. | Saskatoon |

Gladwell Woodworks  
House of Cedar Ltd.  
Plains Woodwork Limited  
Premiere Furniture Ltd.  
Schmid Industries Ltd.  
Western Custom Built Products  
(Prince Albert) Ltd.  
Wheatland Regional Centre  
Wood Masters Enterprises Inc.

Lebret  
Regina  
Assiniboia  
Meadow Lake  
Watson

Prince Albert  
Rosetown  
Saskatoon

2649 - Other Office Furniture Industries

Ergo-Tec Industries Inc.

Regina

2691 - Bed Spring and Mattress Industry

Globe Enterprises Ltd.  
Regina Mattress Builders

Regina  
Regina

2692 - Hotel, Restaurant and Institutional Furniture and Fixture Industry

Breker Furniture Manufacturing  
Specialty Fixtures Inc.  
Verbeke's Limited

Englefeld  
Saskatoon  
Saskatoon

2699 - Other Furniture and Fixture Industries n.e.c.

B.L. Bevel Edge Ltd.  
Custom Counter Tops (Regina) Ltd.  
Custom Counter Tops Ltd.  
Weyburn Frame Company  
Zmud Enterprises Ltd.

Saskatoon  
Regina  
Saskatoon  
Weyburn  
Saskatoon

For more information on individual companies, or for information on manufacturers in other parts of Canada, contact the Business Information Centre of the Department of Tourism and Small Business.

## 9. OPERATING STATISTICS

Is your output per dollar spent on wages in keeping with that for the industry as a whole? Is the industry becoming more efficient? Are your operating costs seriously out of line with industry norms? Are your sales levels at or better than industry averages? The following tables may provide answers to some of these questions.

Furniture and Fixture Manufacturers Principal Statistics, Saskatchewan, 1971, 1976 - 1982

| Year  | Number of Establishments | Manufacturing Activity |                        |                              |                       |                                       | Value of                     |           |             | Total Activity  |                            |                 |
|-------|--------------------------|------------------------|------------------------|------------------------------|-----------------------|---------------------------------------|------------------------------|-----------|-------------|-----------------|----------------------------|-----------------|
|       |                          | Production Employees   |                        | Cost of Fuel and Electricity |                       | Shipments of Goods of Own Manufacture | Cost of Materials & Supplies |           | Value Added | Total Employees |                            | Value Added     |
|       |                          | Number                 | Man-hours Paid (000's) | Man-hours Paid (\$000's)     | Electricity (\$000's) |                                       | (\$000's)                    | (\$000's) |             | Number          | Salaries & Wages (\$000's) | Added (\$000's) |
| 1971  | 31                       | 57                     | 120                    | 266                          | 7                     | 1,462                                 | 892                          | 1,462     | 562         | 66              | 326                        | 564             |
| 1976  | 23                       | 105                    | 225                    | 811                          | 9                     | 2,629                                 | 1,312                        | 2,629     | 1,367       | 113             | 908                        | 1,366           |
| 1977  | 23                       | 95                     | 200                    | 764                          | 10                    | 2,413                                 | 1,231                        | 2,413     | 1,118       | 101             | 800                        | 1,116           |
| 1978  | 32                       | 99                     | 205                    | 858                          | 15                    | 3,148                                 | 1,534                        | 3,148     | 1,596       | 107             | 1,005                      | 1,594           |
| 1979  | 35                       | 105                    | 218                    | 953                          | x                     | 3,288                                 | 1,442                        | 3,288     | 1,793       | 113             | 1,098                      | 1,791           |
| 1980  | 38                       | 120                    | 250                    | 1,195                        | x                     | 3,586                                 | 1,817                        | 3,586     | 1,765       | 126             | 1,304                      | 1,772           |
| 1981  | 36                       | 121                    | 247                    | 1,369                        | x                     | 4,689                                 | 2,445                        | 4,689     | 2,245       | 127             | 1,493                      | 2,244           |
| 1982p | -                        | -                      | -                      | -                            | -                     | 4,816                                 | -                            | 4,816     | -           | -               | -                          | -               |

p preliminary estimate  
x Confidential to meet secrecy requirements of the Statistics Act.

Source: Statistics Canada, Catalogue 31-203, Manufacturing Industries of Canada: Sub-Provincial Areas

Furniture Re-upholstery and Repair Shops, Principal Statistics, 1979 - 1982

|                   | Number of Establishments | Prod. & Related Workers |         |           |                | Manufacturing Activity          |           |                                 |             | Total Activity                        |              |                                       |             |
|-------------------|--------------------------|-------------------------|---------|-----------|----------------|---------------------------------|-----------|---------------------------------|-------------|---------------------------------------|--------------|---------------------------------------|-------------|
|                   |                          | Number                  |         | Man Hours |                | Cost of Fuel and Electricity(1) |           | Cost of Materials & Supplies(1) |             | Value of Shipments Goods of Own Value |              | Number of Working Owners and Partners |             |
|                   |                          | Man                     | Hours   | Wages     | Electricity(1) | Materials & Supplies(1)         | Shipments | Goods of Own Value              | Value Added | Number                                | Wages & Sal. | Number                                | Value Added |
|                   |                          | (000's)                 | (000's) | (\$000's) | (\$000's)      | (\$000's)                       | (\$000's) | (\$000's)                       | (\$000's)   |                                       | (\$000's)    |                                       | (\$000's)   |
| 1979 Canada       | 763                      | 3,124                   | 6,524   | 27,403    | -              | 40,773                          | 76,943    | 36,170                          | 601         | 3,124                                 | 27,403       | 3,124                                 | 36,170      |
| 1980 Canada       | 837                      | 3,241                   | 6,862   | 31,960    | -              | 47,396                          | 92,210    | 43,815                          | 649         | 3,241                                 | 31,960       | 3,241                                 | 43,815      |
| 1981:             |                          |                         |         |           |                |                                 |           |                                 |             |                                       |              |                                       |             |
| Man.              | 37                       | x                       | x       | x         | -              | x                               | x         | x                               | x           | x                                     | x            | x                                     | x           |
| Sask.             | 23                       | 58                      | 126     | 568       | -              | 900                             | 1,771     | 791                             | 13          | 58                                    | 568          | 58                                    | 791         |
| Alta.             | 78                       | 353                     | 767     | 4,216     | -              | 6,917                           | 12,796    | 5,879                           | 34          | 353                                   | 4,216        | 353                                   | 5,879       |
| B.C.              | 98                       | 340                     | 709     | 4,538     | -              | 6,902                           | 13,255    | 6,352                           | 51          | 346                                   | 4,538        | 346                                   | 6,352       |
| CANADA            | 872                      | 2,748                   | 5,969   | 31,642    | -              | 52,694                          | 98,642    | 45,949                          | 648         | 2,748                                 | 31,642       | 2,748                                 | 45,949      |
| 1982:             |                          |                         |         |           |                |                                 |           |                                 |             |                                       |              |                                       |             |
| Man.              | 38                       | 102                     | 375     | 1,967     | 60             | 3,542                           | 6,170     | 2,560                           | 30          | 102                                   | 1,967        | 102                                   | 2,560       |
| Sask.             | 26                       | 65                      | 136     | 610       | 43             | 928                             | 1,803     | 912                             | 17          | 65                                    | 610          | 65                                    | 912         |
| Alta.             | 77                       | 315                     | 677     | 3,723     | 125            | 6,011                           | 10,768    | 4,632                           | 35          | 315                                   | 3,723        | 315                                   | 4,632       |
| B.C.              | 98                       | x                       | x       | x         | -              | x                               | x         | x                               | x           | x                                     | x            | x                                     | x           |
| CANADA            | 860                      | 2,659                   | 5,400   | 29,042    | 1,143          | 48,579                          | 88,908    | 39,266                          | 623         | 2,659                                 | 29,042       | 2,659                                 | 39,266      |
| Percentage Change |                          |                         |         |           |                |                                 |           |                                 |             |                                       |              |                                       |             |
| 1981/1980 Canada  | +4.2                     | -15.3                   | -13.0   | -1.0      | -              | +11.2                           | +8.1      | +4.9                            | -0.2        | -15.2                                 | -1.0         | -15.2                                 | +4.9        |
| 1982/1981 Canada  | -1.4                     | -3.2                    | -8.2    | -8.2      | -              | -7.8                            | -9.8      | -14.5                           | -3.9        | -3.2                                  | -8.2         | -3.2                                  | -14.5       |

- Nil or zero.

x Confidential to meet secrecy requirements of the Statistics Act.

(1) Prior to 1982, for small establishments, the cost of fuel and electricity was included in the cost of materials and supplies.

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Household Furniture Manufacturers, nes, Principal Statistics, 1979 - 1982

|                   | Number of Establishments | Prod. & Related Workers |           |            |                | Manufacturing Activity |                                 |                                       |                                       | Total Activity |             |              |                    |
|-------------------|--------------------------|-------------------------|-----------|------------|----------------|------------------------|---------------------------------|---------------------------------------|---------------------------------------|----------------|-------------|--------------|--------------------|
|                   |                          | Number                  | Man Hours | Paid Mages | Electricity(1) | Cost of Fuel and       | Cost of Materials & Supplies(1) | Value of Shipments Goods of Own Value | Number of Working Owners and Partners | Sal.           | Value Added | Number Mages | (\$000's)(\$000's) |
|                   |                          |                         |           |            |                |                        |                                 |                                       |                                       |                |             |              |                    |
| 1979 Canada       | 844                      | 24,003                  | 53,335    | 274,267    | 11,035         |                        | 523,750                         | 1,083,395                             | 258                                   | 27,644         | 335,821     | 560,936      |                    |
| 1980 Canada       | 901                      | 22,802                  | 48,406    | 283,824    | 12,651         |                        | 559,906                         | 1,164,210                             | 214                                   | 26,483         | 352,722     | 600,118      |                    |
| 1981:             |                          |                         |           |            |                |                        |                                 |                                       |                                       |                |             |              |                    |
| Man.              | 27                       | 946                     | 1,996     | 12,434     | 524            |                        | 28,291                          | 60,860                                | 3                                     | 1,097          | 15,098      | 33,144       |                    |
| Sask.             | 10                       | x                       | x         | x          | x              |                        | x                               | x                                     | x                                     | x              | x           | x            |                    |
| Alta.             | 35                       | 659                     | 1,313     | 9,022      | 448            |                        | 20,388                          | 39,283                                | 6                                     | 766            | 10,845      | 18,579       |                    |
| B.C.              | 72                       | 601                     | 1,245     | 9,162      | 213            |                        | 21,876                          | 42,479                                | 19                                    | 719            | 11,860      | 21,561       |                    |
| CANADA            | 912                      | 23,251                  | 48,999    | 319,917    | 15,173         |                        | 649,235                         | 1,334,659                             | 264                                   | 27,285         | 404,810     | 688,353      |                    |
| 1982:             |                          |                         |           |            |                |                        |                                 |                                       |                                       |                |             |              |                    |
| Man.              | 30                       | 923                     | 1,913     | 12,218     | 723            |                        | 28,156                          | 57,498                                | 5                                     | 1,096          | 15,265      | 28,353       |                    |
| Sask.             | 9                        | x                       | x         | x          | x              |                        | x                               | x                                     | x                                     | x              | x           | x            |                    |
| Alta.             | 30                       | 543                     | 1,090     | 7,525      | 429            |                        | 16,783                          | 33,399                                | 5                                     | 620            | 9,068       | 15,939       |                    |
| B.C.              | 70                       | 577                     | 1,189     | 9,308      | 427            |                        | 19,535                          | 38,702                                | 19                                    | 700            | 12,369      | 19,861       |                    |
| CANADA            | 917                      | 19,496                  | 40,274    | 270,412    | 17,314         |                        | 534,437                         | 1,111,883                             | 257                                   | 22,973         | 346,277     | 548,422      |                    |
| Percentage Change |                          |                         |           |            |                |                        |                                 |                                       |                                       |                |             |              |                    |
| 1981/1980 Canada  | + 1.2                    | + 2.0                   | + 1.2     | +12.7      | +19.9          |                        | +16.0                           | +14.6                                 | -3.6                                  | + 3.0          | +14.8       | +14.7        |                    |
| 1982/1981 Canada  | + 0.5                    | -16.1                   | -17.8     | -15.5      | +14.1          |                        | -17.7                           | -16.7                                 | -2.7                                  | -15.8          | -14.5       | -20.3        |                    |

x Confidential to meet secrecy requirements of the Statistics Act.  
nes. not elsewhere specified

(1) Prior to 1982, for small establishments, the cost of fuel and electricity was included in the cost of materials and supplies.

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Office Furniture Manufacturers, Principal Statistics, 1979 - 1982

|                   | Manufacturing Activity   |        |                         |                 |                                            |                                            |                                                     |                       |  |  | Total Activity                        |                  |                              |
|-------------------|--------------------------|--------|-------------------------|-----------------|--------------------------------------------|--------------------------------------------|-----------------------------------------------------|-----------------------|--|--|---------------------------------------|------------------|------------------------------|
|                   | Prod. & Related Workers  |        |                         |                 |                                            | Value of                                   |                                                     |                       |  |  | Number of Working Owners and Partners | Number Employees | Sal. & Wages Added (\$000's) |
|                   | Number of Establishments | Number | Man. Hours Paid (000's) | Wages (\$000's) | Cost of Fuel and Electricity (1) (\$000's) | Cost of Materials & Supplies (1) (\$000's) | Shipments of Goods of Own Manufacture (1) (\$000's) | Value Added (\$000's) |  |  |                                       |                  |                              |
| 1979 Canada       | 106                      | 5,128  | 10,823                  | 64,562          | 3,323                                      | 140,904                                    | 309,987                                             | 168,873               |  |  | 5                                     | 4,576            | 92,074                       |
| 1980 Canada       | 121                      | 5,759  | 12,081                  | 79,669          | 4,239                                      | 174,801                                    | 394,073                                             | 218,849               |  |  | 7                                     | 7,305            | 111,015                      |
| 1981:             |                          |        |                         |                 |                                            |                                            |                                                     |                       |  |  |                                       |                  |                              |
| Man.              | 3                        | x      | x                       | x               | x                                          | x                                          | x                                                   | x                     |  |  | x                                     | x                | x                            |
| Sask.             | 1                        | x      | x                       | x               | x                                          | x                                          | x                                                   | x                     |  |  | x                                     | x                | x                            |
| Alta.             | 13                       | 446    | 934                     | 7,087           | 294                                        | 15,425                                     | 36,215                                              | 21,375                |  |  | -                                     | 555              | 10,148                       |
| B.C.              | 12                       | 132    | 271                     | 2,116           | x                                          | 3,606                                      | 8,108                                               | 4,549                 |  |  | 3                                     | 201              | 3,782                        |
| CANADA            | 137                      | 6,275  | 13,126                  | 97,483          | 5,549                                      | 225,687                                    | 496,903                                             | 275,761               |  |  | 11                                    | 8,071            | 137,292                      |
| 1982:             |                          |        |                         |                 |                                            |                                            |                                                     |                       |  |  |                                       |                  |                              |
| Man.              | 2                        | x      | x                       | x               | x                                          | x                                          | x                                                   | x                     |  |  | x                                     | x                | x                            |
| Sask.             | -                        | -      | -                       | -               | -                                          | -                                          | -                                                   | -                     |  |  | -                                     | -                | -                            |
| Alta.             | 14                       | 328    | 686                     | 5,765           | 421                                        | 9,811                                      | 25,937                                              | 14,856                |  |  | 1                                     | 475              | 9,010                        |
| B.C.              | 12                       | 121    | 245                     | 2,174           | 101                                        | 3,057                                      | 7,522                                               | 4,246                 |  |  | 3                                     | 194              | 3,628                        |
| CANADA            | 145                      | 5,847  | 12,256                  | 100,619         | 7,555                                      | 227,545                                    | 510,741                                             | 272,922               |  |  | 9                                     | 7,640            | 143,277                      |
| Percentage Change |                          |        |                         |                 |                                            |                                            |                                                     |                       |  |  |                                       |                  |                              |
| 1981/1980 Canada  | +13.2                    | +9.0   | +9.0                    | +22.4           | +30.9                                      | +29.1                                      | +26.1                                               | +26.0                 |  |  | +57.1                                 | +10.5            | +23.7                        |
| 1982/1981 Canada  | +5.8                     | -6.8   | -6.6                    | +3.2            | +36.2                                      | +0.8                                       | +2.8                                                | -1.0                  |  |  | -18.2                                 | -5.3             | +4.4                         |
|                   |                          |        |                         |                 |                                            |                                            |                                                     |                       |  |  |                                       |                  | -2.7                         |

- Nil or zero.

x Confidential to meet secrecy requirements of the Statistics Act.

(1) Prior to 1982, for small establishments, the cost of fuel and electricity was included in the cost of materials and supplies.

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Miscellaneous Furniture and Fixtures Manufacturers, Principal Statistics, 1979 - 1982

|                                    | Number of Establishments | Manufacturing Activity  |                   |                    |                 |                                            | Total Activity                                                |           |                              |
|------------------------------------|--------------------------|-------------------------|-------------------|--------------------|-----------------|--------------------------------------------|---------------------------------------------------------------|-----------|------------------------------|
|                                    |                          | Prod. & Related Workers |                   |                    |                 |                                            | Number of Working Owners and Partners                         | Employees | Sal. & Wages Added (\$000's) |
|                                    |                          | Number                  | Man Hours (000's) | Hours Paid (000's) | Wages (\$000's) | Cost of Fuel and Electricity (1) (\$000's) |                                                               |           |                              |
| 1979 Canada                        | 413                      | 9,705                   | 20,341            | 119,416            | 5,335           | Cost of Materials & Supplies (1) (\$000's) | Value of Shipments & Goods of Own Manufacture Added (\$000's) |           |                              |
| 1980 Canada                        | 439                      | 9,748                   | 20,372            | 134,652            | 6,341           | 267,341                                    | 537,224                                                       | 73        | 11,978                       |
|                                    |                          |                         |                   |                    |                 | 299,846                                    | 610,517                                                       | 76        | 12,210                       |
| 1981:                              |                          |                         |                   |                    |                 |                                            |                                                               |           |                              |
| Man.                               | 21                       | 647                     | 1,319             | 8,837              | 348             | 21,101                                     | 41,225                                                        | 2         | 780                          |
| Sask.                              | 2                        | x                       | x                 | x                  | x               | x                                          | x                                                             | x         | x                            |
| Alta.                              | 29                       | 459                     | 964               | 8,577              | 256             | 18,302                                     | 35,993                                                        | -         | 560                          |
| B.C.                               | 44                       | 842                     | 1,764             | 17,768             | 613             | 31,207                                     | 66,320                                                        | 3         | 1,069                        |
| CANADA                             | 467                      | 10,799                  | 22,339            | 167,771            | 8,393           | 379,793                                    | 773,366                                                       | 69        | 13,642                       |
| 1982:                              |                          |                         |                   |                    |                 |                                            |                                                               |           |                              |
| Man.                               | 21                       | 495                     | 1,037             | 6,877              | 488             | 19,527                                     | 37,243                                                        | 1         | 598                          |
| Sask.                              | 2                        | x                       | x                 | x                  | x               | x                                          | x                                                             | x         | x                            |
| Alta.                              | 35                       | 416                     | 848               | 6,922              | 386             | 15,048                                     | 32,915                                                        | 1         | 509                          |
| B.C.                               | 42                       | 760                     | 1,596             | 14,445             | 706             | 26,377                                     | 58,979                                                        | 3         | 977                          |
| CANADA                             | 495                      | 9,944                   | 20,597            | 154,878            | 10,703          | 342,001                                    | 721,562                                                       | 65        | 12,633                       |
| Percentage Change 1981/1980 Canada | +6.4                     | +10.8                   | +9.7              | +24.6              | +32.4           | +26.7                                      | +26.9                                                         | -9.2      | +11.7                        |
| 1982/1981 Canada                   | +6.0                     | -7.9                    | -7.8              | -7.7               | +21.5           | -10.0                                      | -7.3                                                          | -5.8      | -7.4                         |

- Nil or zero.

x Confidential to meet secrecy requirements of the Statistics Act

(1) prior to 1982, for small establishments, the cost of fuel and electricity was included in the cost of materials and supplies.

Source: Statistics Canada, Catalogue 35-216, Furniture Manufacturers

Detailed Income and Retained Earnings Statistics, Canada, 1981  
(millions of dollars)

| <u>Financial Items</u>                             | <u>Household<br/>Furniture</u> | <u>Office<br/>Furniture</u> | <u>Other<br/>Furniture</u> |
|----------------------------------------------------|--------------------------------|-----------------------------|----------------------------|
| NUMBER OF CORPORATIONS                             | 1,772                          | 84                          | 381                        |
| INCOME                                             |                                |                             |                            |
| Sales - Products                                   | 1,545.7                        | 387.1                       | 710.5                      |
| Sales - Service                                    | 5.1                            | 20.1                        | 2.8                        |
| Rental Income - Real Estate                        | .3                             | .1                          | .2                         |
| Rental Income - Other                              | .4                             | .2                          | .1                         |
| Commissions                                        | .2                             | -                           | -                          |
| Bond Interest                                      | -                              | -                           | -                          |
| Mortgage Interest                                  | .1                             | -                           | .2                         |
| Other Interest                                     | 3.1                            | 2.3                         | 4.5                        |
| Dividends                                          | .6                             | .1                          | .1                         |
| Other Income                                       | 3.8                            | .2                          | 3.1                        |
| Total Income                                       | 1,559.2                        | 410.2                       | 721.5                      |
| EXPENSES                                           |                                |                             |                            |
| Materials(1)                                       | 744.8                          | 170.3                       | 353.3                      |
| Salaries and Wages                                 | 477.0                          | 105.0                       | 202.7                      |
| Repairs and Maintenance                            | 12.2                           | .6                          | 5.1                        |
| Rent (Real Estate)                                 | 26.1                           | 5.8                         | 11.5                       |
| Rent (Other)                                       | 2.9                            | .1                          | .9                         |
| Royalties                                          | 1.6                            | .9                          | 1.4                        |
| Bond Interest                                      | .6                             | .1                          | -                          |
| Mortgage Interest                                  | 4.9                            | 1.3                         | 1.0                        |
| Other Interest                                     | 39.3                           | 7.2                         | 13.1                       |
| Taxes Other Than Direct Taxes                      | 8.5                            | .8                          | 4.4                        |
| Depreciation                                       | 24.1                           | 5.4                         | 10.1                       |
| Depletion and Amortization                         | -                              | -                           | -                          |
| Other Expenses                                     | 169.8                          | 79.5                        | 84.2                       |
| Total Expenses                                     | 1,511.9                        | 376.9                       | 687.7                      |
| Net Profit Before Taxes and<br>Non-Recurring Items | 47.4                           | 33.4                        | 33.8                       |
| Non-Recurring Items                                | 1.6                            | .8                          | 2.8                        |

Detailed Income and Retained Earnings Statistics, Canada, 1981 (cont'd)

| <u>Financial Items</u>         | <u>Household<br/>Furniture</u> | <u>Office<br/>Furniture</u> | <u>Other<br/>Furniture</u> |
|--------------------------------|--------------------------------|-----------------------------|----------------------------|
| Net Profit Before Direct Taxes | 49.0                           | 34.1                        | 36.6                       |
| Provision for Income Tax       |                                |                             |                            |
| - Current                      | -13.7                          | -11.0                       | -10.8                      |
| Provision for Income Tax       |                                |                             |                            |
| - Deferred                     | -2.1                           | -2.3                        | -1.2                       |
| Mining and Logging Taxes       | -                              | -                           | -                          |
| Net Profit (Loss) After Taxes  | 33.2                           | 20.8                        | 24.6                       |
| RETAINED EARNINGS              |                                |                             |                            |
| Opening Balance                | 161.9                          | 114.0                       | 104.7                      |
| Statistical Adjustment(2)      | 17.5                           | -62.9                       | 8.7                        |
| Net Profit (Loss) After Taxes  | 33.2                           | 20.8                        | 24.6                       |
| Subsidiary Profits             | .1                             | -                           | -                          |
| Cash Dividends Declared        | -15.9                          | -3.1                        | -12.0                      |
| Stock Dividends Declared       | -                              | -                           | -                          |
| Other Charges and Credits      | -6.1                           | -3                          | -2                         |
| Closing Balance                | 190.7                          | 68.5                        | 125.8                      |
| COST OF SALES - PRODUCTS       |                                |                             |                            |
| Sales - Products               | 1,545.7                        | 387.1                       | 710.5                      |
| Less Cost of Sales             | 1,184.0                        | 272.6                       | 541.1                      |
| GROSS PROFIT                   | 361.6                          | 114.4                       | 169.4                      |

- Nil or zero.

- (1) "Materials" used may include other cost of sales items when not reported separately on financial statements.  
 (2) "Statistical adjustment" provides year-to-year continuity of retained earnings.

Source: Statistics Canada, Catalogue 61-207, Corporation Financial Statistics

Detailed Balance Sheet Statistics, Canada, 1981

| <u>Financial Items</u>     | <u>Household<br/>Furniture</u> | <u>Office<br/>Furniture</u> | <u>Other<br/>Furniture</u> |
|----------------------------|--------------------------------|-----------------------------|----------------------------|
| NUMBER OF CORPORATIONS     | 1,772                          | 84                          | 381                        |
| ASSETS                     |                                |                             |                            |
| Cash                       | 8.7                            | 3.9                         | 4.8                        |
| Marketable Securities      | 24.8                           | 12.5                        | 14.5                       |
| Accounts Receivable        | 228.3                          | 78.4                        | 113.8                      |
| Inventories                | 304.0                          | 71.5                        | 135.6                      |
| Due from Affiliates        | 19.9                           | 2.4                         | 6.1                        |
| Deposits and Advances      | .7                             | -                           | .2                         |
| Loans Receivable           | 2.6                            | -                           | 1.9                        |
| Other Current Assets       | 18.2                           | 3.5                         | 11.9                       |
| Total Current Assets       | 607.2                          | 172.4                       | 288.9                      |
| Land                       | 18.2                           | 6.4                         | 5.3                        |
| Buildings                  | 111.4                          | 25.2                        | 49.0                       |
| Equipment and Other        | 192.3                          | 32.4                        | 93.4                       |
| Unspecified                | 11.5                           | 14.7                        | -                          |
| Total Depreciable Assets   | 315.2                          | 72.3                        | 142.4                      |
| Less Accumulated Deprec.   | 132.8                          | 26.9                        | 68.6                       |
| Depreciable Assets - Net   | 182.4                          | 45.4                        | 73.8                       |
| Depletable Assets - Net    | .1                             | -                           | -                          |
| Total Net Fixed Assets     | 200.7                          | 51.8                        | 79.1                       |
| Mortgages                  | 1.5                            | .1                          | 1.8                        |
| Loans and Notes Receivable | 5.5                            | .9                          | -                          |
| Long-Term Investments      | .8                             | .3                          | 1.2                        |
| Investments in Affiliates  | 5.9                            | 4.7                         | 18.9                       |
| Advances to Affiliates     | 14.4                           | 3.3                         | 17.9                       |
| Other Assets               | 10.5                           | 1.1                         | 4.4                        |
| Total Other Assets         | 38.5                           | 10.4                        | 44.3                       |
| TOTAL ASSETS               | 846.4                          | 234.5                       | 412.3                      |

Detailed Balance Sheet Statistics, Canada, 1981 (cont'd)

| <u>Financial Items</u>               | <u>Household<br/>Furniture</u> | <u>Office<br/>Furniture</u> | <u>Other<br/>Furniture</u> |
|--------------------------------------|--------------------------------|-----------------------------|----------------------------|
| <b>LIABILITIES</b>                   |                                |                             |                            |
| Bank Loans                           | 197.3                          | 25.0                        | 77.9                       |
| Short-Term Loans                     | 3.0                            | -                           | 1.2                        |
| Accounts Payable                     | 173.5                          | 48.0                        | 80.3                       |
| Long-Term Debt Due                   |                                |                             |                            |
| Within Year                          | 11.2                           | .8                          | 3.9                        |
| Advances and Prepayments             | 2.5                            | 3.3                         | 8.1                        |
| Due to Affiliates                    | 19.9                           | 5.5                         | 4.8                        |
| Other Current Liabilities            | 40.8                           | 15.6                        | 20.7                       |
| <b>Total Current Liabilities</b>     | <b>448.2</b>                   | <b>98.2</b>                 | <b>196.9</b>               |
| Deferred Income                      | 3.8                            | -                           | .6                         |
| Due Shareholders or Affiliates       | 51.5                           | 11.5                        | 24.9                       |
| Long-Term Bank Loans                 | 30.4                           | 9.8                         | 2.4                        |
| Mortgages, Bonds & Other             |                                |                             |                            |
| Debt                                 | 74.5                           | 22.2                        | 40.4                       |
| Less Due Within One Year             | 11.2                           | .8                          | 3.9                        |
| Net Long-Term Debt                   | 93.7                           | 31.1                        | 39.0                       |
| Reserve for Future Income Tax        | 9.3                            | 4.8                         | 5.6                        |
| Other Liabilities                    | 3.2                            | .1                          | .7                         |
| <b>Total Non-Current Liabilities</b> | <b>161.5</b>                   | <b>47.6</b>                 | <b>70.8</b>                |
| <b>TOTAL LIABILITIES</b>             | <b>609.7</b>                   | <b>145.8</b>                | <b>267.7</b>               |
| <b>EQUITY</b>                        |                                |                             |                            |
| Common Shares                        | 17.6                           | 6.9                         | 9.3                        |
| Preferred Shares                     | 16.4                           | 9.8                         | 2.7                        |
| Retained Earnings                    | 190.7                          | 68.5                        | 125.8                      |
| Contributed Surplus                  | 2.2                            | 3.5                         | 5.6                        |
| Other Surplus                        | 9.9                            | .1                          | 1.2                        |
| <b>Total Equity</b>                  | <b>236.7</b>                   | <b>88.7</b>                 | <b>144.7</b>               |
| <b>TOTAL LIABILITIES AND EQUITY</b>  | <b>846.4</b>                   | <b>234.5</b>                | <b>412.3</b>               |

- Nil or zero.

Source: Statistics Canada, Catalogue 61-207, Corporation Financial Statistics

## Financial Ratios

Financial ratios are a commonly used tool for assessing financial performance. Statistics Canada prepares such financial statistics for various types of business. Other sources of financial ratio statistics include:

### Annual Statement Studies

Robert Morris Associates  
1432 Philadelphia National Bank Building  
PHILADELPHIA, Pennsylvania 19107

Annual: \$22.20

### Cost of Doing Business - Corporations

Dun and Bradstreet, Incorporated  
99 Church Street  
NEW YORK, New York 10007

Irregular. Single copies free.

### Cost of Doing Business - Proprietorships & Partnerships

Dun and Bradstreet, Incorporated  
99 Church Street  
NEW YORK, New York 10007

Irregular. Single copies free.

### Key Business Ratios

Dun and Bradstreet, Incorporated  
99 Church Street  
NEW YORK, New York 10007

Annual: \$40.00

### National Association of Furniture Manufacturers

666 Lake Shore Drive  
CHICAGO, Illinois 60611

Inquire

### National Home Furnishings Association

405 Merchandise Mart Plaza  
CHICAGO, Illinois 60654

Inquire

Financial Ratios for Household Furniture Manufacturers, Saskatchewan & Canada, 1980(1)

|                                                                     | Saskatchewan<br>Sales \$M(2) | Saskatchewan<br>Sales \$20M(3) | Canada Total<br>Sales \$M(2) | Canada Total<br>Sales \$20M(3) | Canada<br>Total (1981) |
|---------------------------------------------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|------------------------|
| Fixed Assets to Equity                                              | 147.95                       | 147.95                         | 94.96                        | 64.11                          | 69.7                   |
| Long Term Debt to Equity                                            | 81.43                        | 81.43                          | 51.63                        | 35.27                          | 32.5                   |
| Interest Expense to Total Expenses                                  | 2.00                         | 2.00                           | 1.78                         | 2.52                           | 3.0                    |
| Cost of Sales to Sales                                              | 78.07                        | 78.07                          | 76.39                        | 77.78                          | 76.6                   |
| Sales to Inventory                                                  | 5.99                         | 5.99                           | 5.25                         | 5.06                           | 5.1                    |
| Collection Period                                                   | 47.43                        | 47.43                          | 46.70                        | 56.47                          | 53.7                   |
| Current Assets to Current Liabilities                               | 1.07                         | 1.07                           | 1.25                         | 1.48                           | 1.4                    |
| Net Profit Before Taxes and Non-Recurring Items on Capital Employed | 7.28                         | 7.28                           | 7.98                         | 10.27                          | 11.9                   |
| Net Profit Before Taxes on Equity                                   | 13.45                        | 13.45                          | 12.32                        | 14.29                          | 16.4                   |
| Net Profit Before Taxes on Total Income                             | 1.46                         | 1.46                           | 2.00                         | 2.84                           | 3.0                    |
| Net Profit Before Taxes on Total Income (excl. Investment Income)   | 1.37                         | 1.37                           | 1.09                         | 2.67                           | 2.8                    |
| Cash Earnings to Sales                                              | 2.95                         | 2.95                           | 3.15                         | 3.54                           | 3.7                    |
| Net Profit After Taxes on Capital Employed                          | 5.46                         | 5.46                           | 4.93                         | 6.85                           | 8.3                    |
| Net Profit After Taxes on Equity                                    | 10.09                        | 10.09                          | 7.61                         | 9.52                           | 11.5                   |
| Net Profit After Taxes on Total Income                              | 1.10                         | 1.10                           | 1.24                         | 1.90                           | 2.1                    |

(1) 1980 figures unless otherwise specified.

(2) Under \$1 million in sales.

(3) Under \$20 million in sales.

Source: Statistics Canada, Catalogue 61-207, Corporation Financial Statistics and Unpublished Material

Financial Ratios for Office Furniture Manufacturers, Saskatchewan & Canada, 1980(1)

|                                                                     | Saskatchewan<br>Sales \$1M(2) | Saskatchewan<br>Sales \$20M(3) | Canada Total<br>Sales \$1M(2) | Canada Total<br>Sales \$20M(3) | Canada<br>Total | Canada<br>Total (1981) |
|---------------------------------------------------------------------|-------------------------------|--------------------------------|-------------------------------|--------------------------------|-----------------|------------------------|
| Fixed Assets to Equity                                              | -                             | -                              | 52.24                         | 71.12                          | 24.4            | 51.7                   |
| Long Term Debt to Equity                                            | -                             | -                              | 9.41                          | 41.76                          | 10.1            | 31.0                   |
| Interest Expense to Total Expenses                                  | -                             | -                              | 2.14                          | 2.24                           | 1.7             | 2.3                    |
| Cost of Sales to Sales                                              | -                             | -                              | 73.27                         | 73.68                          | 76.1            | 70.4                   |
| Sales to Inventory                                                  | -                             | -                              | 5.26                          | 5.99                           | 5.9             | 5.4                    |
| Collection Period                                                   | -                             | -                              | 85.47                         | 56.98                          | 51.8            | 70.3                   |
| Current Assets to Current Liabilities                               | -                             | -                              | 1.60                          | 1.46                           | 1.5             | 1.8                    |
| Net Profit Before Taxes and Non-Recurring Items on Capital Employed | -                             | -                              | 13.56                         | 16.34                          | 13.9            | 24.5                   |
| Net Profit Before Taxes on Equity                                   | -                             | -                              | 15.03                         | 24.00                          | 15.5            | 33.3                   |
| Net Profit Before Taxes on Total Income                             | -                             | -                              | 4.75                          | 5.50                           | 6.1             | 8.1                    |
| Net Profit Before Taxes on Total Income (excl. Investment Income)   | -                             | -                              | 4.73                          | 5.10                           | 5.1             | 7.6                    |
| Cash Earnings to Sales                                              | -                             | -                              | 5.28                          | 5.13                           | 7.5             | 6.8                    |
| Net Profit After Taxes on Capital Employed                          | -                             | -                              | 10.79                         | 10.45                          | 13.0            | 15.3                   |
| Net Profit After Taxes on Equity                                    | -                             | -                              | 11.96                         | 15.35                          | 14.4            | 20.8                   |
| Net Profit After Taxes on Total Income                              | -                             | -                              | 3.78                          | 3.52                           | 5.7             | 5.1                    |

(1) 1980 figures unless otherwise specified.

(2) Under \$1 million in sales.

(3) Under \$20 million in sales.

Source: Statistics Canada, Catalogue 61-207, Corporation Financial Statistics and Unpublished Material

Financial Ratios for Other Furniture Manufacturers, Saskatchewan & Canada, 1980(1)

|                                                                     | Saskatchewan<br>Sales \$1M(2) | Saskatchewan<br>Sales \$20M(3) | Canada Total<br>Sales \$1M(2) | Canada Total<br>Sales \$20M(3) | Canada<br>Total (1981) |
|---------------------------------------------------------------------|-------------------------------|--------------------------------|-------------------------------|--------------------------------|------------------------|
| Fixed Assets to Equity                                              | 148.15                        | 148.15                         | 64.95                         | 46.14                          | 46.7                   |
| Long Term Debt to Equity                                            | 114.81                        | 114.81                         | 33.96                         | 16.74                          | 23.0                   |
| Interest Expense to Total Expenses                                  | 1.57                          | 1.57                           | 1.90                          | 1.90                           | 2.1                    |
| Cost of Sales to Sales                                              | 75.44                         | 75.44                          | 76.69                         | 76.45                          | 76.2                   |
| Sales to Inventory                                                  | 9.70                          | 9.70                           | 5.40                          | 5.65                           | 5.2                    |
| Collection Period                                                   | 33.47                         | 33.47                          | 58.88                         | 61.63                          | 58.3                   |
| Current Assets to Current Liabilities                               | 1.23                          | 1.23                           | 1.44                          | 1.34                           | 1.5                    |
| Net Profit Before Taxes and Non-Recurring Items on Capital Employed | 23.88                         | 23.88                          | 9.16                          | 18.46                          | 15.7                   |
| Net Profit Before Taxes on Equity                                   | 59.26                         | 59.26                          | 12.87                         | 22.58                          | 19.9                   |
| Net Profit Before Taxes on Total Income                             | 3.47                          | 3.47                           | 2.78                          | 5.06                           | 4.7                    |
| Net Profit Before Taxes on Total Income (Excl. Investment Income)   | 3.47                          | 3.47                           | 2.42                          | 4.45                           | 4.1                    |
| Cash Earnings to Sales                                              | 5.04                          | 5.04                           | 3.99                          | 4.88                           | 4.9                    |
| Net Profit After Taxes on Capital Employed                          | 20.90                         | 20.90                          | 7.19                          | 12.55                          | 11.4                   |
| Net Profit After Taxes on Equity                                    | 51.85                         | 51.85                          | 10.11                         | 15.35                          | 14.5                   |
| Net Profit After Taxes on Total Income                              | 3.04                          | 3.04                           | 2.18                          | 3.44                           | 3.4                    |

(1) 1980 figures unless otherwise specified.

(2) Under \$1 million in sales.

(3) Under \$20 million in sales.

Source: Statistics Canada, Catalogue 61-207, Corporation Financial Statistics and Unpublished Material

## 10. TRAINING PROGRAMS

We are aware of only one program in Canada, given in English, which provides a student with a two-year course in furniture production, and is recognized by a diploma. The program at Conestoga College, in Kitchener, Ontario, provides the student "with the basic technology" and "hands-on" skills involved in the manufacture of furniture, cabinets, millwork, architectural woodwork and other secondary wood products. Applicants for the available openings are usually excessive, reflecting the demand for such instruction. Eligibility is obtained by holding one of Ontario's Secondary School Graduation Diplomas, an Academic Upgrading Level IV Certificate, or equivalent, or by being nineteen years of age. Applicants are admitted on the basis of their background and an assessment interview.

There are no specific wood furniture making courses in Saskatchewan technical institutes; however, there are upholstery furniture classes. One of the most noted programs is the 24-week program at Weyburn Technical Institute. In addition, Kelsey Institute in Saskatoon offers a cabinet making and millwork course which can provide a useful general background for people going into furniture making. This is a 32-week course; it requires a Grade 10 education and applicants must be at least 17 years of age. The course covers many aspects of furniture making, by virtue of the similarity in cabinet and furniture production. However, it does not offer the complete training required and would need to be supplemented by other training before production.

## 11. WAGE RATES

Want to know what you should be paying your employees? Concerned that your wages are too low or too high? Do you want some perspective information you can give employees while discussing wages? Saskatchewan's Department of Labour carries out an annual survey of Wages and Working Conditions by Occupation. The results for 1983 for wood related industries are summarized below.

# Bookkeeper, Junior

Under supervision, keeps complete records of financial transactions of establishment or undertaking. May prepare financial statements and accounts for the year or other specified period, calculate and arrange payment of wages, prepare and mail statements of accounts to customers.

|                              | (Monthly Rates)  |        | Provincial Data |         |           |         |         |         |
|------------------------------|------------------|--------|-----------------|---------|-----------|---------|---------|---------|
|                              | No. of Employees |        | 100% Range      |         | 80% Range |         | Median  | Mean    |
|                              | Male             | Female | Low             | High    | Low       | High    |         |         |
| All Employees<br>(Full-Time) | 13               | 143    | 849.33          | 2000.01 | 1178.67   | 1611.00 | 1489.80 | 1459.24 |
| =====                        |                  |        |                 |         |           |         |         |         |
| Union                        | 7                | 105    | 1244.29         | 1984.00 | 1405.46   | 1579.24 | 1489.80 | 1514.23 |
| Non-Union                    | 6                | 38     | 849.33          | 2000.01 | 1015.63   | 1652.00 | 1300.00 | 1319.24 |
| -----                        |                  |        |                 |         |           |         |         |         |
| Male                         | 13               | --     | 1014.00         | 2000.01 | 1408.00   | 1823.68 | 1499.33 | 1544.36 |
| Female                       | --               | 143    | 849.33          | 1984.00 | 1175.00   | 1605.00 | 1489.80 | 1451.50 |
| -----                        |                  |        |                 |         |           |         |         |         |
| All Employees<br>(Part-Time) | 2                | 12     | 5.00            | 9.55    | 5.25      | 9.55    | 8.00    | 7.54    |
| -----                        |                  |        |                 |         |           |         |         |         |
| Union                        | 2                | 5      | 7.18            | 9.55    | 7.18      | 9.55    | 8.17    | 8.14    |
| Non-Union                    | --               | 7      | 5.00            | 8.82    | 5.25      | 8.08    | 8.00    | 6.94    |
| -----                        |                  |        |                 |         |           |         |         |         |
| Firm Size Data               |                  |        |                 |         |           |         |         |         |
| 1 - 19                       | --               | 4      | 849.33          | 1326.00 | 849.33    | 1326.00 | 1019.90 | 1053.78 |
| 20 - 49                      | 4                | 19     | 880.00          | 2000.01 | 1050.00   | 1630.85 | 1385.00 | 1361.72 |
| 50 - 99                      | 1                | 14     | 1015.63         | 1870.38 | 1113.67   | 1652.00 | 1300.00 | 1347.16 |
| 100 - 399                    | 5                | 42     | 1178.67         | 1823.68 | 1384.00   | 1611.00 | 1481.72 | 1478.09 |
| 400 plus                     | 3                | 64     | 1445.21         | 1984.00 | 1445.21   | 1579.24 | 1534.48 | 1528.78 |
| -----                        |                  |        |                 |         |           |         |         |         |
| Geographic Area Data         |                  |        |                 |         |           |         |         |         |
| Regina                       | 7                | 67     | 1014.00         | 1823.68 | 1326.00   | 1579.24 | 1489.80 | 1497.74 |
| Saskatoon                    | 1                | 27     | 1015.63         | 1870.38 | 1315.17   | 1579.24 | 1534.48 | 1489.72 |
| Major Urban                  | 2                | 29     | 849.33          | 1630.85 | 1100.00   | 1579.24 | 1405.46 | 1398.07 |
| Minor Urban                  | --               | 10     | 1039.80         | 1984.00 | 1050.00   | 1682.00 | 1223.96 | 1325.89 |
| Rural                        | 2                | 7      | 1053.66         | 2000.01 | 1067.99   | 1652.00 | 1499.33 | 1455.35 |

# Bookkeeper, Senior

Under general direction, keeps complete records of financial transactions of establishment or undertaking. May prepare financial statements and accounts for the year or other specified period, calculate and arrange payment of wages, prepare and mail statements of accounts to customers. May supervise junior bookkeepers or junior accountants.

| (Monthly Rates)      |        | Provincial Data |         |           |         |         |         |
|----------------------|--------|-----------------|---------|-----------|---------|---------|---------|
| No. of Employees     |        | 100% Range      |         | 80% Range |         | Median  | Mean    |
| Male                 | Female | Low             | High    | Low       | High    |         |         |
| 58                   | 160    | 750.00          | 2973.00 | 1320.00   | 2194.00 | 1754.13 | 1785.57 |
| =====                |        |                 |         |           |         |         |         |
| 34                   | 80     | 1456.00         | 2417.00 | 1604.16   | 2194.00 | 1754.13 | 1863.55 |
| 24                   | 80     | 750.00          | 2973.00 | 1150.00   | 2250.00 | 1678.84 | 1700.10 |
| =====                |        |                 |         |           |         |         |         |
| 58                   | --     | 1087.00         | 2973.00 | 1604.16   | 2475.00 | 2194.00 | 2086.79 |
| --                   | 160    | 750.00          | 2584.40 | 1300.00   | 2030.00 | 1604.39 | 1676.39 |
| =====                |        |                 |         |           |         |         |         |
| --                   | 8      | 5.77            | 9.10    | 6.00      | 8.56    | 7.38    | 7.34    |
| =====                |        |                 |         |           |         |         |         |
| Firm Size Data       |        |                 |         |           |         |         |         |
| 7                    | 26     | 750.00          | 2250.00 | 1022.47   | 1982.00 | 1549.17 | 1515.83 |
| 7                    | 32     | 825.00          | 2700.00 | 1125.00   | 2201.33 | 1724.67 | 1687.95 |
| 2                    | 12     | 1300.00         | 2417.00 | 1350.00   | 2298.83 | 1741.00 | 1763.84 |
| 12                   | 27     | 1087.00         | 2973.00 | 1600.00   | 2584.40 | 1847.56 | 1979.93 |
| 30                   | 63     | 1420.82         | 2600.00 | 1604.16   | 2194.00 | 1754.13 | 1843.99 |
| =====                |        |                 |         |           |         |         |         |
| Geographic Area Data |        |                 |         |           |         |         |         |
| 40                   | 61     | 1057.33         | 2715.00 | 1604.16   | 2194.00 | 1791.80 | 1883.39 |
| 7                    | 48     | 1125.00         | 2973.00 | 1466.83   | 2000.00 | 1723.00 | 1726.41 |
| 4                    | 16     | 938.79          | 2475.00 | 1225.00   | 2079.60 | 1702.67 | 1665.50 |
| 3                    | 17     | 750.00          | 2700.00 | 1022.47   | 2036.00 | 1490.00 | 1553.38 |
| 4                    | 13     | 825.00          | 2780.00 | 1200.00   | 2600.00 | 1780.00 | 1910.68 |
| --                   | 5      | 1300.00         | 1600.00 | 1352.76   | 1600.00 | 1482.00 | 1444.12 |

# Order Clerk

Processes merchandise orders received from customers by mail, telephone or in person.  
May contact customer to verify delivery of order.

|                              | (Monthly Rates)  |        | Provincial Data |         |           |         |         |         |
|------------------------------|------------------|--------|-----------------|---------|-----------|---------|---------|---------|
|                              | No. of Employees |        | 100% Range      |         | 80% Range |         | Median  | Mean    |
|                              | Male             | Female | Low             | High    | Low       | High    |         |         |
| All Employees<br>(Full-Time) | 52               | 40     | 779.85          | 2495.52 | 1139.67   | 1992.97 | 1665.00 | 1621.64 |
| =====                        |                  |        |                 |         |           |         |         |         |
| Union                        | 23               | 24     | 1280.00         | 2006.03 | 1500.00   | 1992.97 | 1920.01 | 1801.54 |
| Non-Union                    | 29               | 16     | 779.85          | 2495.52 | 1085.50   | 1915.00 | 1326.00 | 1433.74 |
| =====                        |                  |        |                 |         |           |         |         |         |
| Male                         | 52               | --     | 779.85          | 2495.52 | 1268.00   | 2006.03 | 1665.00 | 1662.35 |
| Union                        | 23               | --     | 1497.00         | 2006.03 | 1500.00   | 2006.03 | 1801.00 | 1787.88 |
| Non-Union                    | 29               | --     | 779.85          | 2495.52 | 1126.67   | 2058.33 | 1516.67 | 1562.79 |
| Female                       | --               | 40     | 849.88          | 2006.03 | 1113.67   | 1970.00 | 1667.37 | 1568.72 |
| Union                        | --               | 24     | 1280.00         | 2006.03 | 1500.00   | 1980.88 | 1920.01 | 1814.64 |
| Non-Union                    | --               | 16     | 849.88          | 1714.38 | 1083.33   | 1326.00 | 1190.57 | 1199.84 |
| =====                        |                  |        |                 |         |           |         |         |         |
| All Employees<br>(Part-Time) | 1                | 17     | 5.68            | 11.66   | 6.00      | 9.65    | 6.72    | 7.28    |
| =====                        |                  |        |                 |         |           |         |         |         |
| Firm Size Data               |                  |        |                 |         |           |         |         |         |
| 1 - 19                       | 12               | 6      | 779.85          | 1992.97 | 1190.57   | 1789.81 | 1362.51 | 1429.30 |
| 20 - 49                      | 12               | 8      | 849.88          | 2006.03 | 979.33    | 1970.00 | 1337.50 | 1491.63 |
| 50 - 99                      | 8                | 7      | 1085.50         | 2495.52 | 1113.67   | 2058.33 | 1889.88 | 1721.41 |
| 100 - 399                    | 18               | 15     | 1083.33         | 2241.72 | 1454.35   | 1961.00 | 1887.00 | 1769.49 |
| 400 plus                     | 2                | 4      | 1500.00         | 1639.64 | 1500.00   | 1645.09 | 1540.78 | 1569.38 |
| =====                        |                  |        |                 |         |           |         |         |         |
| Geographic Area Data         |                  |        |                 |         |           |         |         |         |
| Regina                       | 21               | 14     | 849.88          | 2241.72 | 1190.57   | 1960.00 | 1580.00 | 1559.02 |
| Saskatoon                    | 24               | 13     | 979.33          | 2006.03 | 1268.00   | 1971.00 | 1889.88 | 1684.31 |
| Major Urban                  | 6                | 10     | 1083.33         | 2495.52 | 1148.33   | 2006.03 | 1795.41 | 1741.17 |

# Combined Shipper and Receiver

In a smaller establishment, performs the duties of both the shipping clerk and the receiving clerk.

|                           | (Monthly Rates)  |        | Provincial Data |       |           |       |        |       |
|---------------------------|------------------|--------|-----------------|-------|-----------|-------|--------|-------|
|                           | No. of Employees |        | 100% Range      |       | 80% Range |       | Median | Mean  |
|                           | Male             | Female | Low             | High  | Low       | High  |        |       |
| All Employees (Full-Time) | 157              | 24     | 4.25            | 14.97 | 6.64      | 12.61 | 11.06  | 10.37 |
| Union                     | 65               | 20     | 6.55            | 12.92 | 8.96      | 12.49 | 11.06  | 10.74 |
| Non-Union                 | 92               | 4      | 4.25            | 14.97 | 6.12      | 12.61 | 10.43  | 10.04 |
| Male                      | 157              | --     | 4.25            | 14.97 | 6.55      | 12.61 | 11.29  | 10.54 |
| Union                     | 65               | --     | 6.55            | 12.92 | 9.31      | 12.49 | 11.80  | 11.11 |
| Non-Union                 | 92               | --     | 4.25            | 14.97 | 6.12      | 12.61 | 10.63  | 10.14 |
| Female                    | --               | 24     | 5.77            | 12.02 | 8.05      | 10.15 | 9.17   | 9.26  |
| Union                     | --               | 20     | 7.29            | 12.02 | 8.89      | 10.15 | 9.58   | 9.56  |
| Non-Union                 | --               | 4      | 5.77            | 8.74  | 5.77      | 8.74  | 8.30   | 7.78  |
| Firm Size Data            |                  |        |                 |       |           |       |        |       |
| 1 - 19                    | 18               | --     | 5.00            | 12.92 | 6.46      | 12.23 | 8.88   | 9.06  |
| 20 - 49                   | 41               | 1      | 4.25            | 12.43 | 5.77      | 12.23 | 8.81   | 8.87  |
| 50 - 99                   | 43               | 4      | 5.50            | 14.54 | 8.55      | 12.61 | 12.61  | 11.68 |
| 100 - 399                 | 34               | 6      | 6.35            | 14.97 | 8.89      | 12.36 | 10.39  | 10.61 |
| 400 plus                  | 21               | 13     | 8.20            | 13.50 | 8.89      | 12.49 | 10.51  | 10.82 |
| Geographic Area Data      |                  |        |                 |       |           |       |        |       |
| Regina                    | 68               | 1      | 5.00            | 13.27 | 8.15      | 12.61 | 12.11  | 11.02 |
| Saskatoon                 | 29               | 15     | 4.25            | 12.47 | 6.25      | 12.02 | 9.45   | 9.21  |
| Major Urban               | 24               | 5      | 4.61            | 14.97 | 7.70      | 12.36 | 9.58   | 9.83  |
| Minor Urban               | 23               | 1      | 8.74            | 14.54 | 9.30      | 12.49 | 12.46  | 11.70 |
| Rural                     | 9                | 2      | 7.00            | 13.50 | 7.82      | 13.04 | 10.02  | 10.09 |
| Province-wide             | 4                | --     | 6.35            | 11.29 | 6.35      | 11.29 | 8.34   | 8.58  |

Foreman/woman, Wood Processing

Supervises and coordinates the activities of workers engaged in all aspects of production.

|                              |        | (Monthly Rates) |       | Provincial Data |       |        |       |       |
|------------------------------|--------|-----------------|-------|-----------------|-------|--------|-------|-------|
| No. of Employees             |        | 100% Range      |       | 80% Range       |       | Median | Mean  |       |
| Male                         | Female | Low             | High  | Low             | High  |        |       |       |
| All Employees<br>(Full-Time) | 16     | --              | 10.62 | 17.22           | 12.50 | 15.87  | 14.47 | 14.18 |

Saw Operator

Sets up and operates a variety of machine saws to cut wooden stock to standard or desired size and shape.

| (Monthly Rates)              |        | Provincial Data |      |           |      |        |      |      |
|------------------------------|--------|-----------------|------|-----------|------|--------|------|------|
| No. of Employees             |        | 100% Range      |      | 80% Range |      | Median | Mean |      |
| Male                         | Female | Low             | High | Low       | High |        |      |      |
| All Employees<br>(Full-Time) | 8      | --              | 7.50 | 11.31     | 9.25 | 11.31  | 9.93 | 9.88 |

Product Assembler

Assembles a variety of parts or components to liberal tolerances at bench or on assembly line. Fits and adjusts parts to meet operational specifications.

|                              | (Monthly Rates)  |        | Provincial Data |       |           |       |        |      |
|------------------------------|------------------|--------|-----------------|-------|-----------|-------|--------|------|
|                              | No. of Employees |        | 100% Range      |       | 80% Range |       | Median | Mean |
|                              | Male             | Female | Low             | High  | Low       | High  |        |      |
| All Employees<br>(Full-Time) | 78               | 71     | 4.25            | 13.25 | 7.00      | 10.80 | 8.16   | 8.49 |
| Union                        | 32               | 68     | 7.45            | 10.80 | 7.85      | 10.80 | 8.35   | 8.65 |
| Non-Union                    | 46               | 3      | 4.25            | 13.25 | 6.00      | 11.00 | 8.00   | 8.16 |
| Male                         | 78               | --     | 4.25            | 13.25 | 6.50      | 10.80 | 8.90   | 8.75 |
| Female                       | --               | 71     | 6.50            | 9.27  | 7.85      | 8.96  | 8.02   | 8.20 |

Product Assembler (cont'd)

| Firm Size Data |    |    |      |       |      |       |      |      |
|----------------|----|----|------|-------|------|-------|------|------|
| 1 - 19         | 20 | 2  | 6.00 | 13.25 | 6.50 | 12.00 | 8.00 | 8.71 |
| 20 - 49        | 20 | -- | 4.25 | 10.25 | 5.00 | 10.25 | 8.00 | 7.72 |
| 50 - 99        | 31 | 5  | 7.45 | 10.80 | 7.45 | 10.80 | 8.96 | 9.49 |

  

| Geographic Area Data |    |    |      |       |      |       |       |      |
|----------------------|----|----|------|-------|------|-------|-------|------|
| Regina               | 6  | -- | 7.25 | 11.00 | 8.00 | 11.00 | 9.25  | 9.29 |
| Saskatoon            | 20 | 63 | 4.25 | 13.25 | 7.85 | 9.27  | 8.02  | 8.24 |
| Major Urban          | 12 | -- | 5.00 | 9.05  | 5.00 | 9.05  | 8.90  | 7.67 |
| Minor Urban          | 25 | 5  | 7.45 | 10.80 | 7.45 | 10.80 | 10.16 | 9.65 |
| Rural                | 15 | 3  | 6.00 | 12.00 | 6.50 | 9.52  | 7.65  | 7.98 |

Cabinet Maker

Constructs and repairs wooden articles such as domestic, store and office furniture, fixtures and other related equipment, following specifications and drawings and using woodworking machines and power and hand tools.

| (Monthly Rates)              |        | Provincial Data |      |           |      |        |       |       |
|------------------------------|--------|-----------------|------|-----------|------|--------|-------|-------|
| No. of Employees             |        | 100% Range      |      | 80% Range |      | Median | Mean  |       |
| Male                         | Female | Low             | High | Low       | High |        |       |       |
| All Employees<br>(Full-Time) | 19     | 2               | 7.00 | 17.52     | 9.50 | 14.40  | 10.00 | 11.00 |

Furniture Assembler

Assembles and fastens together wooden furniture parts or assemblies to form sections, frames, or complete articles of furniture. Makes decisions regarding proper performance of component parts.

| (Monthly Rates)              |        | Provincial Data |      |           |      |        |      |      |
|------------------------------|--------|-----------------|------|-----------|------|--------|------|------|
| No. of Employees             |        | 100% Range      |      | 80% Range |      | Median | Mean |      |
| Male                         | Female | Low             | High | Low       | High |        |      |      |
| All Employees<br>(Full-Time) | 11     | --              | 5.50 | 10.00     | 6.00 | 9.25   | 7.50 | 7.48 |

Source: Saskatchewan Labour, Wages and Working Conditions by Occupations, October 1983

## 12. TRADE ASSOCIATIONS

Trade Associations can help you run your business. Depending on the association, services may include compilation and dissemination of operating and market statistics; lobbying public authorities on behalf of members; provision of training courses; product research; provision of directories; holding of industry meetings; provision of scientific, engineering and consulting services; provision of industrial relation services; forecasting; market research; and much more. Major Canadian and American associations are listed below.

### CANADIAN ASSOCIATIONS (English)

Canadian Council of Furniture Manufacturers  
37 Elysee  
Place Bonaventure  
MONTREAL, Quebec  
H5A 1E9  
(514) 656-3631  
Exec. Dir.: Claude Jutras  
Membership: 280 corporate

Canadian Kitchen Cabinet Association/  
Association canadienne des cabinets de cuisine (1969)  
27 Goulburn Avenue  
OTTAWA, Ontario  
K1N 8C7  
(613) 233-6205  
Individual Members: 95

Ontario Furniture Manufacturers' Association (1890)  
6900 Airport Road  
P.O. Box 85  
MISSISSAUGA, Ontario  
L4V 1E8  
(416) 667-6561  
Gen. Mgr.: K.M. Campbell  
Membership: 120 corporate  
Pub.: Bi-M. Newsletter

Source: Micromedia Limited, Directory of Associations in Canada, 1984

## AMERICAN ASSOCIATIONS

American Innerspring Manufacturers  
1918 North Parkway  
MEMPHIS, Tennessee 38112  
(901) 274-9030  
Exec. Dir.: Arthur Grehan

Formerly the Association of Innerspring Manufacturers. Members sell and make innerspring units and box springs to mattress manufacturers. Annual Meetings: Spring.

Business and Institutional Furniture Manufacturer's Association (BIFMA)  
2335 Burton S.E.  
GRAND RAPIDS, Michigan 49506  
(616) 243-1681  
Exec. Dir.: Stephen D. Channer

Founded: 1973. Members: 160. Staff: 2 - 5. Firms engaged in the manufacture of furniture intended for use in office, public spaces, and non-live-in institutional spaces (seating and space divider manufacturers included). Activities are in areas of: engineering standards development for all primary products; industry relations; government relations; executive development; industry information and statistics. Research programs include: industry statistical analysis; upholstery flammability research; product safety research. Maintains placement service. Conducts specialized education. Committees: Engineering Standards; Industry Liaison; Information Systems. Publications: (1) Statistics, monthly; (2) Newsletter, bimonthly; (3) Membership Directory, semiannual; (4) Bulletin, irregular. Convention/Meeting: semiannual management information conference. A member of the Coalition for Common Sense in Government Procurement.

Church Furniture Manufacturers Association (CFMA)  
5515 Security Lane  
Suite 530  
ROCKVILLE, Maryland 20852  
(301) 984-8051  
Exec. Dir.: Martin J. Reddan, Jr.

Founded: 1961. Members: 15 - 20. Staff: 1. A division of the National Association of Furniture Manufacturers (see separate entry). Manufacturers of church furniture. Collects trade statistics; offers scientific, technical engineering, and management consulting services; conducts technical research. Convention/Meeting: annual.

Contract Furnishings Council (CFC)  
1190 Merchandise Mart  
CHICAGO, Illinois 60654  
(312) 321-0563  
Mgr.: Ms M.B. Gregory

Founded: 1973. Members: 90 - 100 dealers. Staff: 2 - 5. Full service contract furnishings dealers who supply furnishings to businesses and institutions such as banks, industrial companies and hospitals. Provides a forum for interaction among industry members and promotes the contract furnishings industry as a necessary and distinct segment of the furniture distribution process. Conducts specialized education; operates placement service; maintains speakers bureau; bestows awards. Publications: (1) Bulletin, 12/year; (2) Newsletter, quarterly. Convention/Meeting: three meetings a year.

International Home Furnishings Representatives Association (Furniture) (IHFRA)  
518 Davis Street, Suite 210  
EVANSTON, Illinois 60201  
(312) 328-7733  
Exec. Dir.: John D. Condit

Founded: 1934. Members: 6,000 individuals, 350 - 400 organizations. Staff: 2 - 5. A federation of local home furnishings representatives associations. Provides various services to affiliates and individual members, including information exchange, listing manufacturers seeking representatives in all territories and representatives seeking manufacturers' lines in specific territories. Conducts certified home furnishings educational program; presents annual awards. Publications: (1) Home furnishings Contact, 10/year; (2) Travelers and territories, 10/year. Formerly: (1967) National Wholesale Furniture Salesmen's Association; (1972) National Home Furnishings Representatives Association. Convention/Meeting: annual, spring.

Juvenile Products Manufacturers Association  
66 East Main Street  
MOORESTOWN, New Jersey 08057  
(609) 234-9155  
Exec. Dir.: William L. MacMillan, III

Founded: 1962. Members: 100 - 125. Staff: 2 - 5. Members are makers of baby furniture, carriages and related products.

National Association of Bedding Manufacturers  
Suite 601  
1235 Jefferson Davis Highway  
ARLINGTON, Virginia 22202  
(703) 979-3550  
Exec. V.Pres.: Herbert L. Grossman

Founded: 1915. Members: 450 - 500 companies. Staff: 10 - 15.  
Publication: Bedding M. Adv. Annual meetings: Spring.

National Association of Casual Furniture Retailers  
1190 Merchandise Mart  
CHICAGO, Illinois 60654  
(312) 321-0563  
Exec. Sec.: Ms. Marianne B. Gregory

Founded: 1980. Members: 300. Staff: 2 - 5. Members are  
manufacturers, retailers and sales representatives. Annual  
meetings: Fall, in conjunction with the Casual Furniture Market.

National Association of Furniture Manufacturers  
5515 Security Lane,  
Suite 530  
ROCKVILLE, Maryland 20852  
(301) 984-8051  
Exec. V.Pres.: Michael S. Sherman

Founded: 1928. Members: 300 - 400. Staff: 11 - 15.  
Manufacturers of household furniture; associate members are suppliers  
to the household furniture industry. Provides market research data;  
industrial relations services; legislative operating statistics;  
transportation information; and general management and information  
services. Compiles statistics; develops quarterly Econometric  
Forecast; conducts technical research and consumer marketing  
research. Co-sponsors International Woodworking Machinery and  
Furniture Supply Fair, held biennially in Louisville, Kentucky.  
Committees: Government Affairs' Public Relations; Technical-Consumer  
Affairs. Divisions: Church Furniture Manufacturers Association;  
California Furniture Manufacturers; the Northwest Furniture  
Manufacturers; Summer and Casual Furniture Manufacturers  
Association. Publications: (1) Furniture Executive (newsletter),  
monthly; (2) Membership Directory, annual; also publishes labor and  
transportation bulletins, state tagging law data, fabric performance  
standards, and product care booklets. Convention/Meeting: annual,  
Fall. Maintains a joint industry government affairs office in  
Washington.

National Association of Store Fixture Manufacturers  
5975 West Sunrise Blvd.  
SUNRISE, Florida 33313  
(305) 587-9190  
Exec. Dir.: Robert L. Strauss

Founded: 1956. Members: 150 - 175. Staff: 2 - 5. Manufacturers  
of store, bank and office fixtures. Publication: NASFM News,  
12/year. Annual meetings: March.

National Home Furnishings Associations (Furniture) (NHFA)  
405 Merchandise Mart Plaza  
CHICAGO, Illinois 60654  
(312) 836-0777  
Exec. V.Pres.: Giles W.J. Howard

Founded: 1920. Members: 12,000. Staff: 40. Retailers of  
furniture, carpeting and related home furnishings. Conducts: young  
executive institutes; home furnishings management and marketing  
seminars; warehouse workshops. Maintains research and development  
fund. Committees: Education; Government Affairs; Government and  
Public Affairs; Industry and Consumer Relations. Divisions:  
Interior Design Society; Service Corporations. Regional Affiliates:  
Florida Furniture Dealers Association; Midwest Home Furnishings  
Association; Southern Home Furnishings Association; Western Home  
Furnishings Association. Publications: Competitivedge, monthly.  
Formerly: (1970) National Retail Furniture Association.  
Convention/Meeting: biennial, September 1986 - Philadelphia, PA.

National Waterbed Retailers Association  
1411 West Olympic Blvd., #501  
LOS ANGELES, California 90015  
(213) 384-3713  
Exec. Dir.: Raymond P. Delrich

Founded: 1972. Members: 150. Staff: 2 - 5. Founded under its  
present name, it was the American National Waterbed Retailers  
Association from about 1978 - 1982. Publication: Flotation News,  
quarterly. Semi-Annual Meetings.

National Wholesale Furniture Association (NWFA)  
Southern Furniture Market Center  
P.O. Box 1792  
HIGH POINT, North Carolina 27261  
(919) 889-6411  
Exec. Dir.: P. Douglas Kerr

Founded: 1933. Members: 90 - 100. Staff: 2 - 5. Wholesale distributors. Organized under the auspices of the National Association of Furniture Manufacturers. Compiles statistics and maintains hall of fame; conducts executive seminars. Publications: (1) Newsletter, weekly; (2) Annual Operating Results; (3) Directory of Sources for Interior Designers, annual; (4) Membership Roster, annual; (5) Who's Who in Furniture Distribution, annual update; also publishes Designer Sources and Public Affairs and Management Bulletins. Convention/Meeting: annual. Also holds spring and fall market banquets.

Southern Furniture Manufacturers Association (SFMA)  
P.O. Box 2436  
HIGH POINT, North Carolina 27261  
(919) 889-1905  
V. Pres.: Douglas Brackett

Founded: 1905. Members: 275 - 300. Staff: 11 - 15. Manufacturers of household and institutional furniture. Supports the FURNPAC - Furniture Political Action Committee. Maintains a Washington government affairs office with the National Association of Furniture Manufacturers. Publications: Who's Who in the Furniture Industry (directory), annual. Convention/Meeting: annual, fall.

Summer and Casual Furniture Manufacturers Association (SCFMA)  
5515 Security Lane, Suite 530  
ROCKVILLE, Maryland 20852  
(301) 984-8051  
Exec. Dir.: Michael S. Sherman

Founded: 1959. Members: 40 - 45. Staff: 6 - 10. A division of National Association of Furniture Manufacturers (see separate entry). Manufacturers of household summer and casual furniture. Bestows Appolo Award to retailers for innovations in merchandising. Compiles trade statistics; provides quarterly management and marketing services. Conducts technical and marketing research. Publications: (1) Bulletin, 1-2/week; (2) National Casual Market Review, annual; also publishes Casual Furniture for Leisure Living and newsletter. Formerly: (1959) National Association of Summer Furniture Manufacturers. Convention/Meeting: annual, fall - Chicago, Illinois.

Waterbed Manufacturers Association (WMA)

1411 W. Olympic Blvd.

LOS ANGELES, California 90015

(213) 384-3179

Exec. Dir.: Raymond P. Delrich,

Founded: 1973. Members: 165. Staff: 2 - 5. Regional Groups: 3. Manufacturers of waterbeds, components of waterbeds, and related furnishings. Promotes waterbeds; conducts surveys; sponsors seminars; bestows awards. Committees: Awards; Consumer Affairs; Investment Properties; Medical Benefits; Standards. Publications: (1) Nightletter, monthly; (2) Membership Roster, annual. Formerly: (1976) American Association of Waterbed Manufacturers. Convention/Meeting: annual.

Waterbed Retailers Association

1411 W. Olympic Blvd., Suite 501

LOS ANGELES, California 90015

(213) 384-3179

Pres.: Irvine Skeoch

Founded: 1972. Members: 195 companies. Staff: 6 - 10. Purpose is to educate the public on the benefits of flotation sleep. Membership: \$125/year. Annual meetings: October.

### 13. TRADE JOURNALS

Trade journals can keep you informed about trends in the industry, keep you updated on what the competition is doing, give you tips on running your business, provide marketing information, and generally help in the operation of your business. Below are listed several journals you may wish to subscribe to and addresses of publishers:

#### BEDDING

Articles on the design, production, and merchandising of mattresses and other sleep equipment, directed at manufacturers of these products and their suppliers. Monthly coverage is given to industry and government news, personnel changes, new products for use in manufacture. Features cover a range of topics: marketing and promotion, new bedding products, special events, manufacturing techniques, component product overview, etc.

Address: National Association of Bedding Manufacturers  
Suite 601, 1235 Jefferson Davis Highway  
ARLINGTON, Virginia 22202  
Phone: (703) 979-3550

#### CANADIAN FURNITURE AND FURNISHINGS DIRECTORY

Lists Canadian manufacturers, distributors, wholesalers, and servicers of furniture, house furnishings and equipment.

Address: Sentinel Business Publications  
Suite 200  
6725 Darlington Avenue  
MONTREAL, Quebec H3S 2J7  
Phone: (514) 731-3524

#### COMPETITIVEEDGE

Address: National Home Furnishings Association  
1405 Merchandise Mart Plaza  
CHICAGO, Illinois 60654  
Phone: (312) 836-0777

#### FURNITURE DESIGN AND MANUFACTURING

Covers household and non-residential furniture; seating; kitchen and other interior cabinetry and woodwork; fixtures and related millwork products. Editorial deals with the creation of the product; styling, designing, and product development; manufacturing processes; materials, suppliers, components; finance. Also publishes articles on plant operation, utilization of machinery and equipment.

Address: Delta Communications Inc.  
400 North Michigan Avenue  
CHICAGO, Illinois 60611  
Phone: (312) 222-2000

#### FURNITURE MAGAZINE

Editorial features include Toronto Furniture Show, Furniture West, Montreal Furniture Market, Bedding Special, Buyers Guide, etc.

Address: Victor Publishing Co. Ltd.  
Unit #8  
7777 Keele Street  
CONCORD, Ontario L4K 1Y7  
Phone: (416) 669-6606

#### FURNITURE MANUFACTURING MANAGEMENT

Edited for key management in the furniture/seating/cabinet industry. Focuses on the technical processes in furniture manufacturing. Editorials report new developments in raw materials, production machinery and equipment, processes and services. Editorial subjects presented include: technical updates on lumber and board products, raw materials, sanding, finishing, assembly, packaging and distribution. Special features include: editorial opinion, new products, and "interview with management" series.

Address: Associations Publications Inc.  
P.O. Box 38629  
GERMANTOWN, Tennessee 38138

#### FURNITURE PRODUCTION

Edited for management and operating executives in the furniture and related industries who have direct responsibility for purchasing machinery and suppliers. Editorial covers the production and development of household and non-residential furniture, seating, kitchen, and other cabinets, fixtures and millwork. Manufacturing processes, materials, components, and management problems, and financing are covered.

Address: Sentinel Communications Inc.  
Suite 200  
6725 Darlington Avenue  
MONTREAL, Quebec H3S 2J7  
Phone: (514) 731-3523

#### FURNITURE/TODAY

Edited for retail executives in the furniture and department stores, and for manufacturing executives at various levels of the industry. Reports on those changes in the economy, government and society that are having an impact on the profitability of furniture retailing and manufacturing. Editorial features include retailing, manufacturing, merchandising and marketing news stories on bedroom, dining room, occasional furniture, upholstered, upholstery fabrics, bedding, decorative accessories, lamps/lighting, dinettes, casual/outdoor furniture, and lifestyle furniture.

Address: Communications/Today Ltd.  
200 South Main Street  
P.O. Box 2754  
HIGH POINT, North Carolina 27261  
Phone: (919) 889-0113

#### FURNITURE/WOODWORKING PRODUCT NEWS

Edited for individuals and firms in the furniture and woodworking industry. Provides information concerning new products, supplies, and services in the furniture and woodworking industry.

Address: Johnson Hill Press, Inc.  
1233 Janesville Avenue  
FORT ATKINSON, Wisconsin 53538  
Phone: (414) 563-6388

#### FURNITURE WORLD AND FURNITURE BUYER AND DECORATOR

Address: Furniture World - Furniture South  
127 East 31st Street  
NEW YORK, New York 10016

#### HFD - RETAILING HOME FURNISHINGS

Address: Fairchild Publications, Inc.  
Seven East 12th Street  
NEW YORK, New York 10003

#### INSIDE FURNITURE

Inside Furniture is a monthly magazine on the furniture industry distributed inside HFD (Retailing Home Furnishings). Inside Furniture provides analytical fashion and trend coverage on the retailing, manufacturing and design segments of the furniture industry. Special attention is paid to better merchandise and the manufacturers, retailers and showrooms which are part of the community. Merchandising, marketing, product developments, fashion directions and growth opportunities are all covered on a regular basis. Product categories covered include: upholstered furniture, occasional product bedding, casual furniture, lamps, accessories, upholstery fabrics, dinettes and area rugs.

Address: Fairchild Publications Inc.  
7 East 12th Street  
NEW YORK, New York 10003  
Phone: (212) 741-4000

#### NHFA REPORTS

Address: National Home Furnishings Association  
405 Merchandise Mart Plaza  
CHICAGO, Illinois 60654

#### PFM/PROFESSIONAL FURNITURE MERCHANT

Address: Gralla Publications  
1515 Broadway  
NEW YORK, New York 10036

#### UNFINISHED FURNITURE INDUSTRY

Serves the unfinished retailers, distributors, and manufacturers throughout the U.S., Canada, Europe, Australia, and the Republic of China. Editorial content deals with various aspects of unfinished furniture - its production, distribution, how its marketed, advertised, promoted. Up-to-date happenings of this industry are published.

Address: Unfinished Furniture Industry  
1850 Oak Street  
NORTHFIELD, Illinois 60093  
Phone: (312) 446-8434

#### UPHOLSTERING TODAY

Edited for management and production executives of upholstery manufacturing companies, custom/contract upholsterers, reupholsterers, decorative fabric distributors, wholesalers and suppliers to the upholstery industry. Focuses on current industry news, issues and trends that influence decisions affecting the upholstery process. Also features editorial on fabrics, fibers, components, tools, equipment, machinery, new technologies, production efficiencies, manufacturing profiles, professional upholstery and distributing.

Address: Communications/Today Ltd.  
200 South Main Street  
P.O. Box 2411  
HIGH POINT, North Carolina 27261  
Phone: (919) 889-0113

#### WOOD AND WOOD PRODUCTS

Edited for management and operating personnel in the woodworking industry. Editorial covers furniture, cabinets, millwork, panels, other wood products. Articles cover trends and developments, management, marketing, modernization, mechanization, materials handling, overlay laminating and plastic fabricating, gluing, assembly, finishing, basic materials, milling and machining, and other subjects.

Address: Vance Publishing Corporation  
300 West Adams Street  
CHICAGO, Illinois 60606  
Phone: (313) 977-7200

## 14. GOVERNMENT ASSISTANCE

### FEDERAL GOVERNMENT SERVICES AND ASSISTANCE

#### INDUSTRIAL REGIONAL DEVELOPMENT PROGRAM (IRDP)

The Industrial Regional Development Program (IRDP) is the government's principal program to deliver assistance to private sector firms. IRDP assistance is available throughout Canada, providing financial aid through grants, contributions, repayable contributions, participation loans and loan guarantees for eligible products. The level of assistance available depends on need and other factors. Individuals, partnerships, associations, cooperatives, bodies corporate and non-profit organizations are eligible for assistance. For more information on this program contact the regional office in Saskatoon at the Bessborough Tower, Suite 814, 601 Spadina Crescent, East; or phone, (306) 665-4318.

#### THE FEDERAL BUSINESS DEVELOPMENT BANK (FBDB)

The Federal Business Development Bank is a crown corporation whose objectives are to promote and assist the establishment and development of Canadian business. Small business is particularly important.

The FBDB provides financial, managerial, training, and information services. It finances Canadian firms unable to find funding elsewhere on reasonable terms and conditions. It provides funds in the form of term loans, loan guarantees, or equity, or any combination of these, according to the needs of the particular business. The FBDB regional office is at 161 Portage Avenue, Winnipeg, Manitoba, R3B 0Y4.

#### THE SMALL BUSINESS LOANS ACT

The Small Business Loans administration is a division of the Department of Industry, Trade and Commerce devoted to the credit needs of small business. Loans are made through chartered banks, trust companies, credit unions, caisses populaires, the Alberta Treasury Branch, and other designated lenders, according to normal commercial procedures. The Department of Industry, Trade and Commerce guarantees them. For more information contact any commercial lending institution, or the Manager, Small Business Loans Administration, Programs Branch, Department of Industry, Trade and Commerce, 235 Queen Street, Ottawa, Ontario, K1A 0H5.

#### SMALL BUSINESS INVESTMENT GRANT

The purpose of the Small Business Investment Grant is to reduce interest costs on borrowings by small business to finance new investment and research and development. Additional information on this program may be obtained from Business Information Centres or the Programs Branch of the Department of Industry, Trade and Commerce, 235 Queen Street, Ottawa, Ontario, K1A 0H5.

#### MANPOWER: OCCUPATIONAL TRAINING, EMPLOYMENT SUBSIDIES AND MANAGEMENT DEVELOPMENT

Manpower provides federal grants and assistance programs in the areas of occupational training, employment subsidies and management development. For further information contact the nearest Canada Employment Centre or the Canada Works Program Regional Office in Regina.

#### MARKETING PROGRAMS

The Federal Government provides grant and assistance programs toward marketing goods and services in Canada, including sales to the Canadian Government itself.

#### PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

The Program for Export Market Development (PEMD) helps incorporated Canadian businesses to develop, increase and sustain their activities by sharing with them the costs of specific export marketing efforts. PEMD is geared to (1) encourage businesses that have not exported previously to begin export marketing and (2) encourage established exporters to expand their activities in new markets.

PEMD has various sections, each designed to meet a specific circumstance which may result while developing or expanding new or existing export markets. PEMD provides up to 50 percent of the costs incurred by a company in its penetration of new markets. These contributions are repayable if sales are made to that market.

For more information on this Program, contact the regional office in Saskatchewan at 2002 Victoria Avenue, Room 980, Regina, Saskatchewan, S4P 0R7 or telephone (306) 359-5020.

#### OTHER PROGRAMS AND SERVICES

The Federal Government provides many other grant and assistance programs. For further information contact one of the Business Information Centres. These centres are staffed by knowledgeable officers who can answer your questions about government assistance to your business, explain what assistance is available to solve your particular business problem, provide information on provincial business assistance, and put you in touch with the person in charge of a particular program or service, who will then explain how to apply for the assistance you seek.

The Business Information Centre in any province can be contacted by dialing the operator and asking for Zenith 0-3200 (toll free). The Saskatchewan Regional Centre in Regina can also be called at (306) 569-6666.

## PROVINCIAL GOVERNMENT SERVICES AND ASSISTANCE

### THE SASKATCHEWAN ECONOMIC DEVELOPMENT CORPORATION (SEDCO)

This crown corporation is the major internal provincial government vehicle of economic development, and as such, deals with enterprises of all sizes and sectors.

SEDCO provides financial assistance in the form of short, medium, and long-term loans, guarantees on private sector loans, equity capital, and leaseback or credit schemes on land and buildings. It also assists in establishing and expanding domestic and export markets for Saskatchewan products.

For further information contact:

Saskatchewan Economic Development Corporation  
1106 Winnipeg Street  
REGINA, Saskatchewan  
S4P 3M3  
(306) 565-7200

100 - 241 2nd Avenue South  
SASKATOON, Saskatchewan  
S7K 1K8  
(306) 664-6296

64 - 13th Street West  
PRINCE ALBERT, Saskatchewan  
S6V 3E8  
(306) 922-8800

### ASSISTANCE FOR INVENTORY AND MANUFACTURING EXPANSION (AIME)

This is a subsidiary program of SEDCO.

AIME makes short-term direct loans and guarantees private sector loans to Saskatchewan manufacturers desirous of expanding output.

### TAX REDUCTION FOR MANUFACTURING AND PROCESSING

Commencing January 1, 1984, the Saskatchewan corporate income tax rate levied against the manufacturing and processing profits earned by small businesses in Saskatchewan has been reduced from the previous level of 10% to zero. Firms undertaking some manufacturing or processing activity as part of their business would receive a provincial tax reduction proportional to their manufacturing and processing activity.

Contact: Kirk McGregor, Taxation and Economic Policy Branch,  
Saskatchewan Finance, Regina; (306) 565-6731

### SALES TAX EXEMPTIONS FOR PROTOTYPES

Effective March 22, 1984, total production costs for materials, research and development of prototypes are exempt from Education and Health Tax.

Contact: Greg Packman, Taxpayer Services, Revenue and Financial Services; (306) 565-6645.

### DEPARTMENTS OF ECONOMIC DEVELOPMENT AND TRADE, AND TOURISM AND SMALL BUSINESS

These departments run various programs in cooperation with DREE. In addition, these departments provide information on: suppliers, products and services; sales or manufacturing opportunities; Saskatchewan manufacturers and processors, development of business plans; how to operate a business; grants for product development management; financial assistance for employee attendance at management courses/seminars; government services, programs, regulatory policies and procedures; all industrial buildings in Regina and Saskatoon. For further information, contact one of the departments.

#### A. ECONOMIC DEVELOPMENT AND TRADE

##### AID TO TRADE

This program will assist in the promotion of new products or entry campaigns in new market areas, in the costs of trade missions, and of trade fairs, except where this last is provided for by the Federal Department of Industry, Trade and Commerce. It also provides for costs of sample shipments, and for bringing buyers into the province.

Contact: Nelson J. Barsi, Trade Development Branch, Saskatchewan Economic Development and Trade; (306) 565-2193.

##### INDUSTRIAL INCENTIVE PROGRAM

Manufacturers and processors who invest at least \$30,000 for new or expanded plant, equipment or processors, can apply for a \$7,500 refund from the provincial government for each permanent job created.

Contact: Program Manager, Saskatchewan Economic Development and Trade; (306) 566-9210 or 1-800-667-2544

## MAJOR PROJECTS PROCUREMENT

The Major Projects Branch helps suppliers to identify how they can successfully compete for contracts for goods and services required by major project developers.

Saskatchewan Content Advocacy - promotes acceptance of the Major Projects Procurement Policy and secures agreement by major project developers to consider Saskatchewan suppliers.

Company Profiling Service - conveys information profiles about Saskatchewan suppliers to major project developers.

Sales Opportunity Identification - identifies sales opportunities from major projects. Conveys information to suppliers through the "Major Project Inventory", "Industrial Benefits Bulletin" and "Major Project Updates".

Procurement Information and Counselling - obtains information on procurement practises of major developers for distribution to suppliers.

Consortia Organization - identifies major project contracts on which joint ventures may be feasible and desirable.

Contact: Dennis Weiler, Major Projects Branch, Saskatchewan Economic Development and Trade; (306) 565-2204.

## COST-SHARED MARKET STUDY

The Cost-Shared Market Study Program assists investors in identifying and developing new business opportunities in Saskatchewan, particularly in manufacturing and processing.

Assistance for market and project feasibility studies is offered to a maximum of 50 percent of incurred costs of \$25,000 (whichever is less).

A typical study involves defining the potential sales of a particular product in a given geographical area. The firm preparing the study should be acceptable to both the department and the entrepreneur. Information obtained in the study remains confidential for a minimum of 12 months.

Manufacturers or commercial processors - existing or proposed - are eligible to apply. Projects must be potentially viable for development in Saskatchewan.

Contact: Bob Volk, Policy and Planning Branch, Saskatchewan Economic Development and Trade; (306) 565-4593.

## INVESTOR INFORMATION SERVICE

The Investor Information Service provides extensive business data for potential investors in Saskatchewan.

Data is prepared in customized packages for individual corporate requirements.

Information is available on: agriculture, building construction costs, climate, communications, construction industry, cost of living, economy, economic development opportunities, education, environmental regulations, financing, foreign companies in Saskatchewan, forestry, government spending, heating costs, history and government, industrial land availability and cost, international trade, investment, labour costs, labour force, labour legislation, labour/management relations, labour productivity, labour-related government services, labour standards, mining and minerals, population demographics, the prairie market, quality of life, regional development, taxation, transportation, utility costs and water.

Serious potential investors in Saskatchewan are eligible to access the investor data bank.

Contact: Bryce Baron, Investment Development Branch, Saskatchewan Economic Development and Trade; (306) 565-2188.

## B. TOURISM AND SMALL BUSINESS

### BUSINESS INFORMATION AND ADVISORY SERVICES

Entrepreneurs and established businesses can obtain information on a wide variety of topics ranging from business ratios and statistics to a "How to" series of leaflets from Regional Resource Centres. Resource materials include a booklet on Starting a Small Business in Saskatchewan, an Entrepreneurs Series which provides information on start-up and operational concerns of approximately 200 lines of business, community profiles and specialized reports and bulletins. Information is also available on markets, sources of supply and all government programs relevant to business.

Regional Business representatives can also provide assistance and advice to existing or newly establishing business on developing business and/or marketing plans, locating sources of funding, analyzing business situations and opportunities, and applying for government support.

An information service located at Head Office in Regina can supply detailed business information obtained from a variety of sources including Statistics Canada, an industry-specific data bank and numerous published and unpublished government studies. Computer search services to many business information data bases is also available. A number of

special files on industrial land availability, contractual research and development services, training and procurement are also available for reference. Information requests are handled by a small business research team.

Contact: Regional business representative in your area:

#### Business Resource Centres

Business Resource Centres are located in seven regions to provide easy access to department services. Each centre has a library of management publications on more than 200 lines of business; marketing and other statistical data; business opportunity information and sources; facts on government and non-government assistance for business.

The following is a list of business resource centres:

Regina (Head Office): (306) 565-2207      Estevan: (306) 634-6474

Business Resource Centre Program  
Bank of Montreal Building  
2nd Floor, 2103 - 11th Avenue  
REGINA, Sask. S4P 3V7

Ken Morine  
1219 - 5th Street  
ESTEVAN, Sask. S4A 0Z1

North Battleford: (306) 445-4424

Ken Adie  
Room 326, 1145 - 102nd Street  
NORTH BATTLEFORD, Sask. S9A 1E9

Prince Albert: (306) 922-2275

Wayne Phillip  
1st Floor, McIntosh Mall  
800 Central Avenue  
PRINCE ALBERT, Sask. S6V 6G1

Saskatoon: (306) 664-5750

Raj Manek  
Saskatoon Square  
410 22nd Street E.  
SASKATOON, Sask. S7K 5T6

Swift Current: (306) 773-7283

Stan Johns  
350 Cheadle Street W.  
SWIFT CURRENT, Sask. S9H 4G3

Yorkton: (306) 783-9747

Mark Litowitz  
72 Smith Street  
YORKTON, Sask. S3N 2Y4

#### Management Assistance

The Management Assistance Program is intended to upgrade the management skills of small business owners and managers in Saskatchewan and to encourage the growth of the small business consulting industry in the province.

Tourism and Small Business works with local Chambers of Commerce or Boards of Trade to deliver the program. In each community, the local sponsor arranges for about 20 interested businesses to participate in the program.

Tourism and Small Business pays the consulting fees.

Contact: Grant McWilliams, Regional Services Branch, Tourism and Small Business, Regina; (306) 565-2223.

#### Professional Services

Through the department's Business Resource Centres, representatives provide planning and advisory services to business. The representatives know government programs and other sources of assistance. They help with:

- plans for a new business (buying or selling);
- business expansion;
- management improvement.

#### Management Training

The department works closely with private and public agencies to establish management training seminars of value to small business managers. Information is available through the Business Resource Centres.

#### Service to Inventors

Counselling by a patent agent is provided to inventors and small business entrepreneurs:

- information on what patents and patent searches mean;
- how to determine marketability;
- how to have a search conducted and at what cost.

#### COMMUNITY ECONOMIC DEVELOPMENT

The intent of the Community Economic Development Program is to support small communities in the identification of new business development opportunities to enable them to share in the economic growth of the province. Small towns, unlike larger centres, cannot afford to hire professional economic development workers. However, with some support, they can do the job of economic development on a volunteer basis.

Through this support program, assistance is provided to small towns to help them coordinate their economic development activities and promote their business opportunities.

A community participating in the program is provided with advice on how to recruit members for a volunteer economic development committee. Selected members are given basic training in the principals and practices of development and provided with ongoing guidance as they undertake two major projects;

- preparation of a consumer survey to identify potential business opportunities.
- preparation of a promotional community profile to attract businesses and investors.

When business opportunities have been identified in a community, Tourism and Small Business places a "Business Wanted" advertisement in selected Canadian newspapers and in Canadian immigration offices around the world.

During this process, usually a period of about 18 months, a financial incentive of up to \$5,000 is provided by the department. If a community continues into a second phase of the program, it is eligible for cost-shared assistance to a maximum of \$4,000.

Communities eligible for the program must have a population of 700 to 5,000. Selection is based on population, geographic location and response to a questionnaire completed during the application process.

Contact: Ray Boys, Community Economic Development, Tourism and Small Business, Regina; (306) 565-2249.

#### IMPORT REPLACEMENT

The Import Replacement Program encourages purchasers to buy Saskatchewan-produced goods and services.

Through regular meetings with the business community, advertising in key publications and the dissemination of "Buy Saskatchewan" promotional materials, Tourism and Small Business promotes Saskatchewan content and increases purchaser awareness of Saskatchewan goods and services.

The department assembles and distributes information about Saskatchewan manufacturers and suppliers.

Market opportunity information is also collected and distributed. Material being developed includes a Directory of Public Sector Procurement Officials.

Tourism and Small Business helps suppliers prepare bids, interpret specifications, and gear up for production. (This service is usually available when there is only one Saskatchewan firm in the market.)

The department also provides assistance to help joint ventures and consortia organize for large undertakings.

Contact: Ken Rockel, Marketing Benefits Branch, Tourism and Small Business, Regina; (306) 566-9167, or any Business Resource Centre of the department.

### NORTHERN SASKATCHEWAN REVOLVING FUND

The Northern Saskatchewan Revolving Fund provides the major source of funding for business development initiatives in northern Saskatchewan. The program is designed to identify and stimulate economic development in the north and ensure that northern residents benefit from development opportunities.

This northern loan program provides loans from \$1,000 to \$300,000. Interest rates are six percent per annum for commercial fishing and trapping loans and 10 percent per annum for commercial ventures.

Support services are also provided including the identification and evaluation of business opportunities, management support and skills training.

The following may apply for assistance:

- northern Saskatchewan residents who have lived in the Northern Administration District (NAD) for 15 years or one-half their lifetime.
- cooperatives, corporations or partnerships in which controlling interest is retained by person(s) meeting the above northern residence requirement.
- local governments in the NAD.

Financing is available for almost every type of economic development activity in the NAD.

Contact: Northern Business Services Branch, Tourism and Small Business  
Box 28, Creighton (204) 687-3403  
Box 249, Buffalo Narrows, (306) 235-4360  
Box 5000, La Ronge (306) 425-4261

### VENTURE CAPITAL

Investors, either individuals or corporations, who form a Venture Capital Corporation and invest in qualifying Saskatchewan small businesses will receive a tax credit equal to 30 percent of their investment in the V.C.C.

Investors may capitalize the V.C.C. with either \$100,000 or \$25,000, while investing in communities in excess of 5,000 population, or less, respectively.

For details of the program or a copy of program regulations:

Contact: Tony Koschinsky, Venture Capital Program, Tourism & Small Business, Regina; (306) 565-2252 or 1-800-667-2544.

### FIXED RATE FINANCING

Small businesses may obtain medium-term fixed interest rate loans from regular lending institutions to finance new or expanding operations. Fixed rates are assured through the provincial government investing medium-term deposits with those financial institutions.

Contact: Regional business representative in your area.